FREIGHT TRAFFIC ISSUE

How much are railroads aware of **shippers' problems**—and how do they respond?..... p. 36

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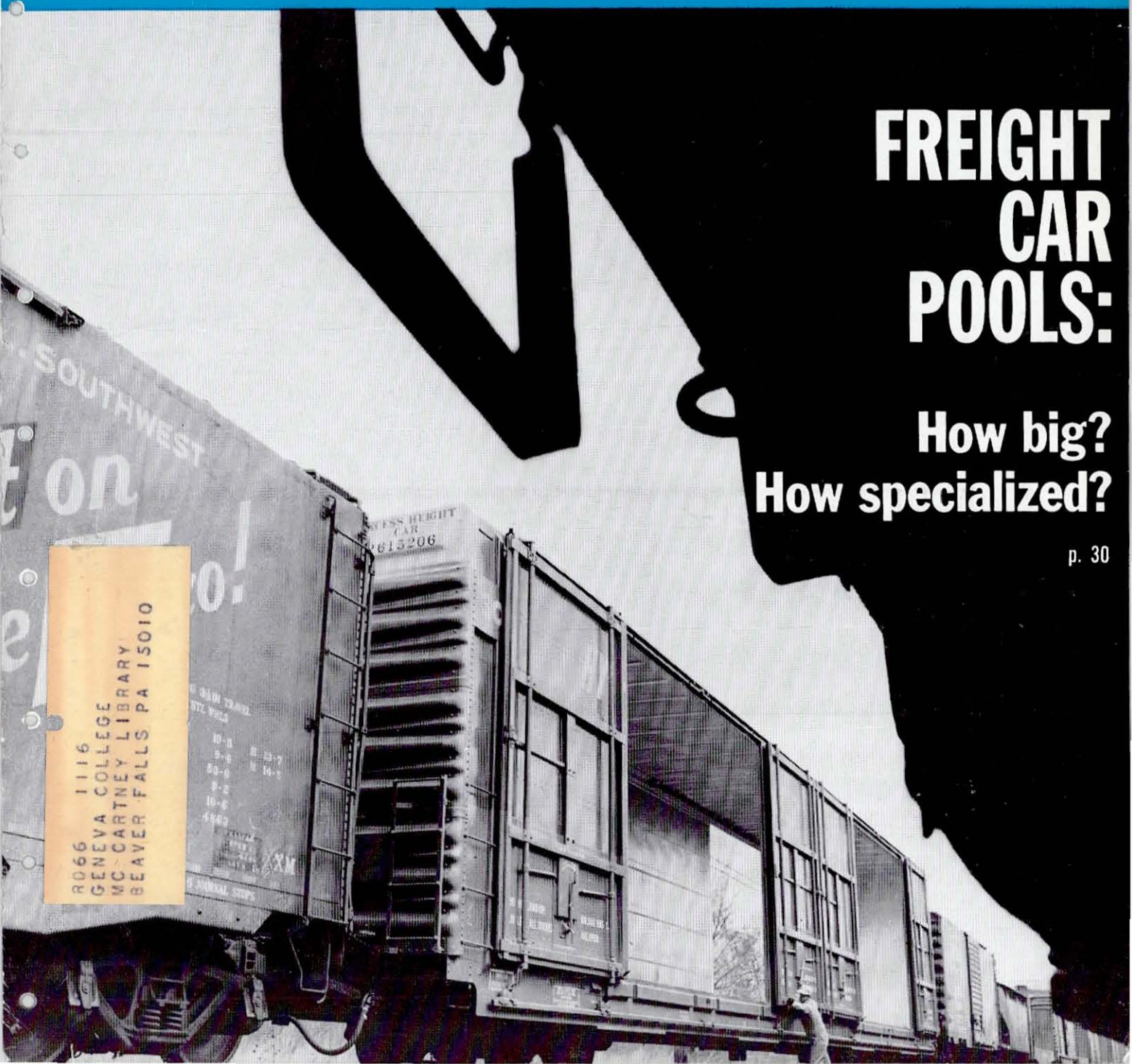
November 29, 1965

RAILWAY AGE WEEKLY



FREIGHT CAR POOLS:

How big? How specialized?

p. 30

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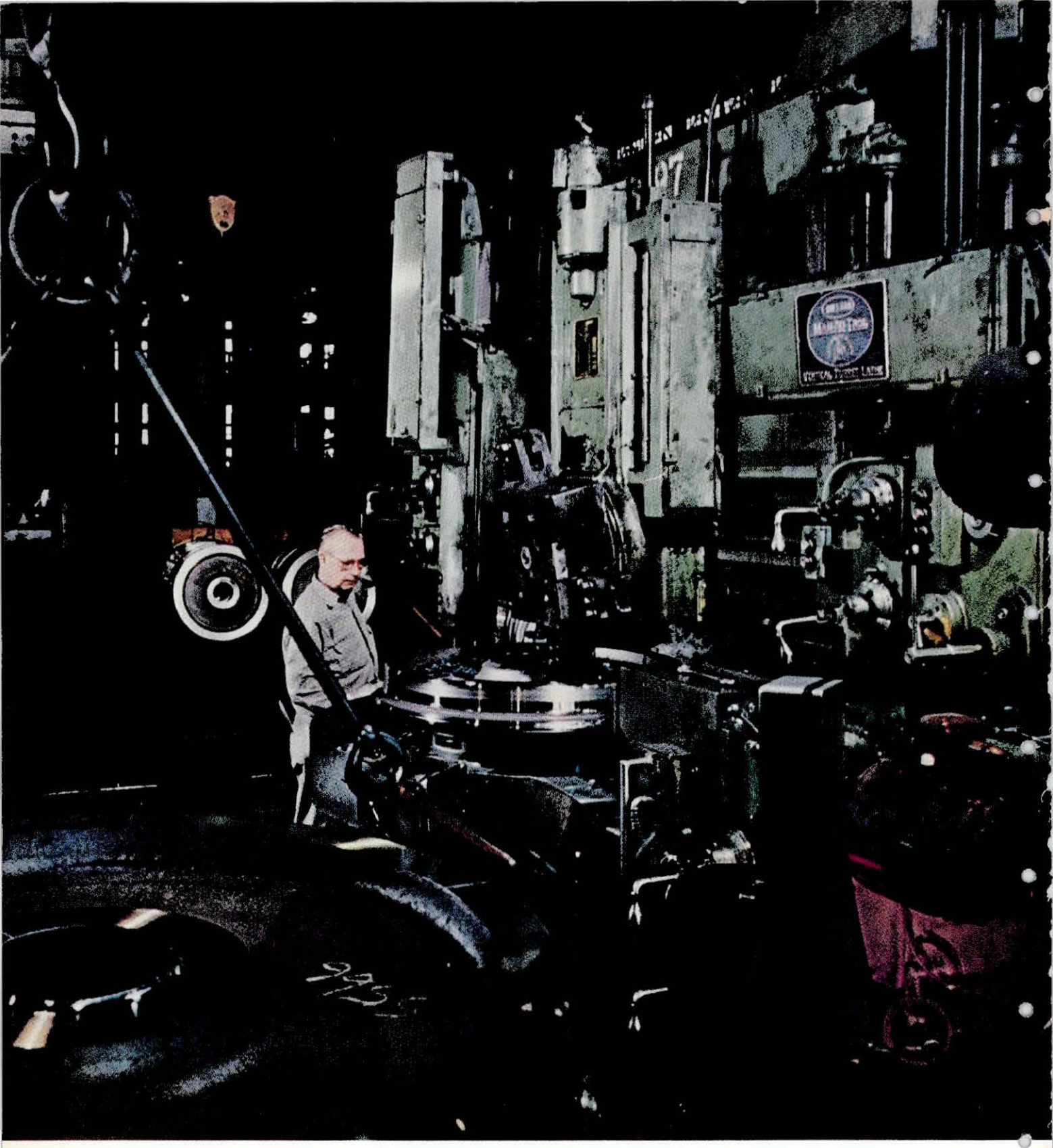

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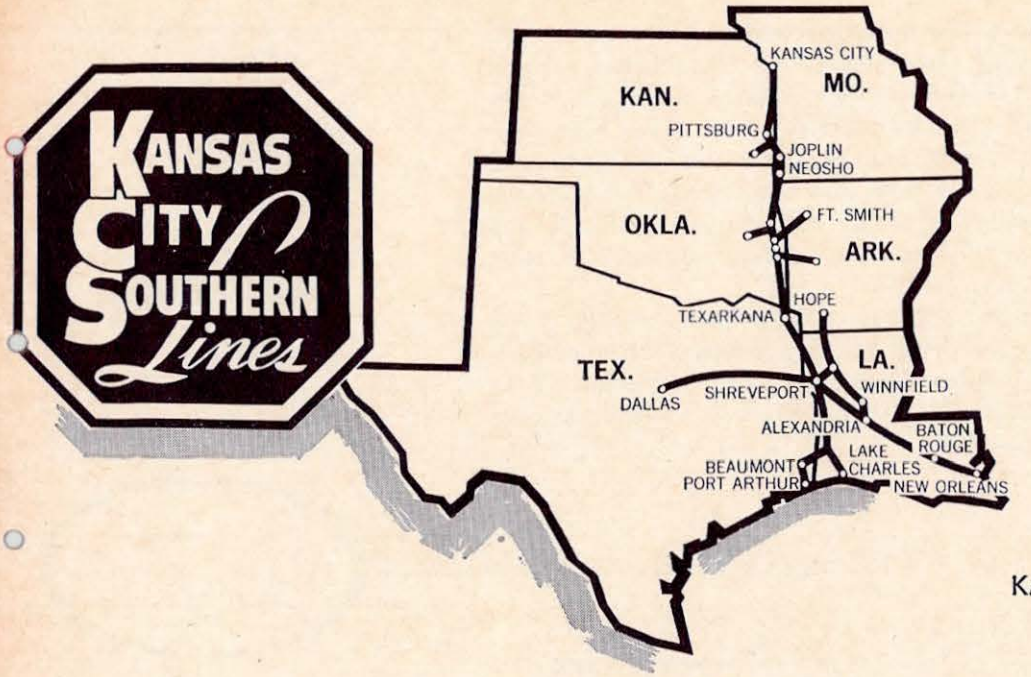

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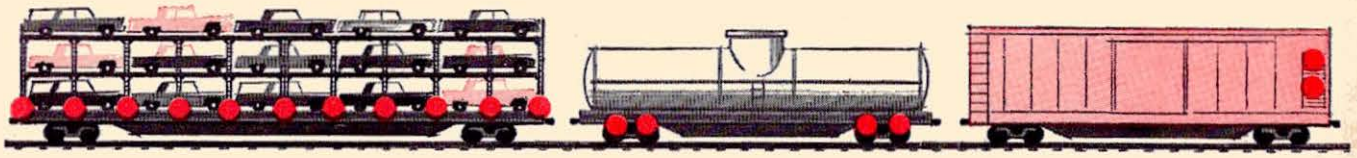

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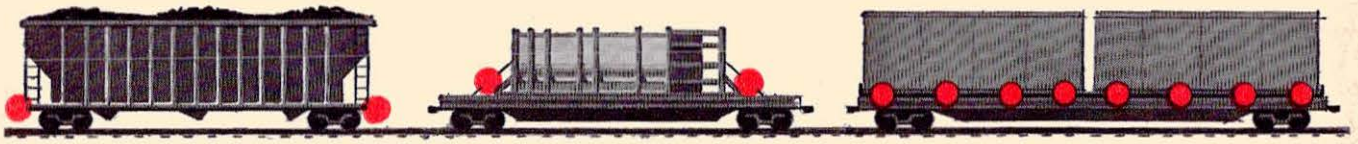

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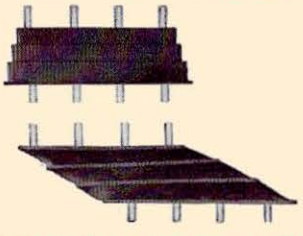

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FREIGHT CAR POOLS

How big?
How specialized?

More and more large companies are becoming car pool operators, forming built-in partnerships with railroads **p.30**

High Court backs ICC on merger issue

The decision in the ACL-SAL case removes the threat of involved anti-trust issues in merger cases **p.11**

NITL sees need for more freight cars

More cars and better car utilization will be urged by the League in a presentation to the ICC **p.34A**

Do railroads know shippers' problems?

Poll respondents think most railroads are aware of the problems, but action is often ineffective **p.36**

The Action Page—It's best to keep it in the family

Railroads are often urged to settle intra-industry differences without recourse to outside help. **p.72**

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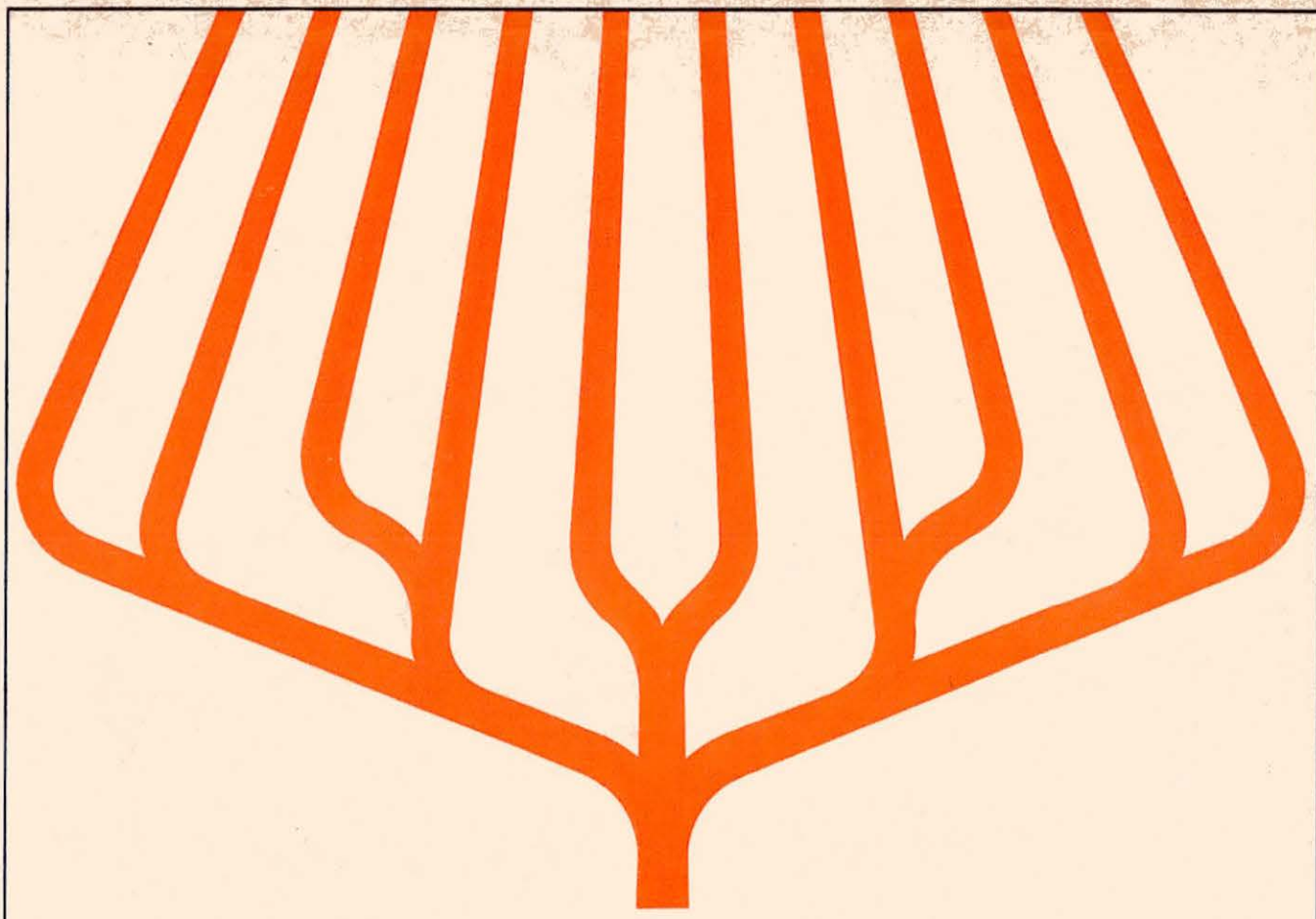

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SHORT AND SIGNIFICANT

CN completes largest railroad CTC program

The Canadian National has installed centralized traffic control on the 236-mile segment of its main line between Edmonton and Jasper, Alta. The installation was the last portion of a project that began eight years and 3,500 miles ago. CN claims it now has the only complete railway protective signaling system on this continent that runs from the Atlantic to the Pacific. The CTC program is also said to be the largest of its kind ever undertaken by a railroad.

●

A move to integrate transit and commuter lines

Commuters who ride the Long Island and work in lower Manhattan may one day be able to take the LIRR right downtown to their jobs. New York's Mayor Robert Wagner has ordered a study of the feasibility of combining trackage-use by the Long Island and the New York City subway system in the lower part of the city. Preliminary studies indicate that as many as ten 10-car trains an hour could be operated on the subway tracks from the present LIRR station in Brooklyn, over the Manhattan Bridge, to a station near the proposed new home of the New York Stock Exchange. The railroad would have to get some new cars for the operation because its present 85-foot cars can't negotiate the subway tunnels.

●

KCS subsidiary wants to get barge rights

A trucking subsidiary of Kansas City Southern has asked the Interstate Commerce Commission for operating rights on the Arkansas River Waterway. Landa Motor Lines (subsidiary of the Louisiana & Arkansas, which is itself a subsidiary of Kansas City Southern) asked for operating rights on the Arkansas River, the Mississippi as far north as the Missouri, the Missouri as far north as Kansas City, and on the Gulf Intercoastal Waterway west of New Orleans. Frisco's trucking subsidiary, Frisco Transportation Co., had previously filed for authority to get into the barge business on the Arkansas-Verdigris River system. The barge operators association has announced it will oppose the application of both KCS and Frisco under provisions of the Panama Canal Act.

●

Business is good in the car-leasing field

North American car expects to earn about $1.85 a share this year according to E. C. R. Lasher, president, who spoke to the St. Louis Society of Financial Analysts last week. This compares to $1.65 per share earned from operations in 1964. Lasher said that North American will have booked leases on $40 million worth of new railroad freight equipment by the end of this year, and that North American expects to add another $40 million worth of new rail equipment to its leased fleet next year. "By the end of 1966," noted Lasher, "nearly 45% of our leased fleet will be less than five years old."

●

Rail rapid transit: Up from $2 billion

More than $2,230,000,000 worth of new rail rapid-transit construction is under way or about to be started in the United States and Canada, according to a compilation by the Institute for Rapid Transit. The list, as presented by IRT President George L. DeMent: San Francisco Bay Area, $996 million; Washington, $431 million; Boston, $75 million; Philadelphia-Camden, $62 million; Cleveland, $14 million; Toronto, $284 million; and Montreal, $369 million.

MONDAY MORNING REPORT

It's a 'Joint Board' —but is it, really?

They call it a National Joint Board—but it's that in name only. This is the board set up under the award of Arbitration Board 282. It's supposed to make an "intensive and continuing study of the experience in road freight and yard service with and without the employment of firemen (helpers) during the period that the award is in effect." It's also supposed to make a report to the parties involved during the three-month period before the award is due to expire—or by Jan. 1, 1966, as things now stand. The Joint Board is working—but the odds seem heavily against there being any "report" which all members will accept, things being as they are between the Brotherhood of Locomotive Engineers and the Brotherhood of Locomotive Firemen & Enginemen.

Or is it BLE vs BLF&E?

Since the award was handed down in November 1963, any pretense of unity between BLE and BLF&E has gone. The two engine-service organizations have feuded, fussed and fought privately and publicly. They've tried raids on each other's members and contracts. They've railed against each other in the pages of their official publications and in speeches by their respective officers. Even the U.S. Senate Commerce Committee has been a forum for their discord.

The Board meets— and conflict develops

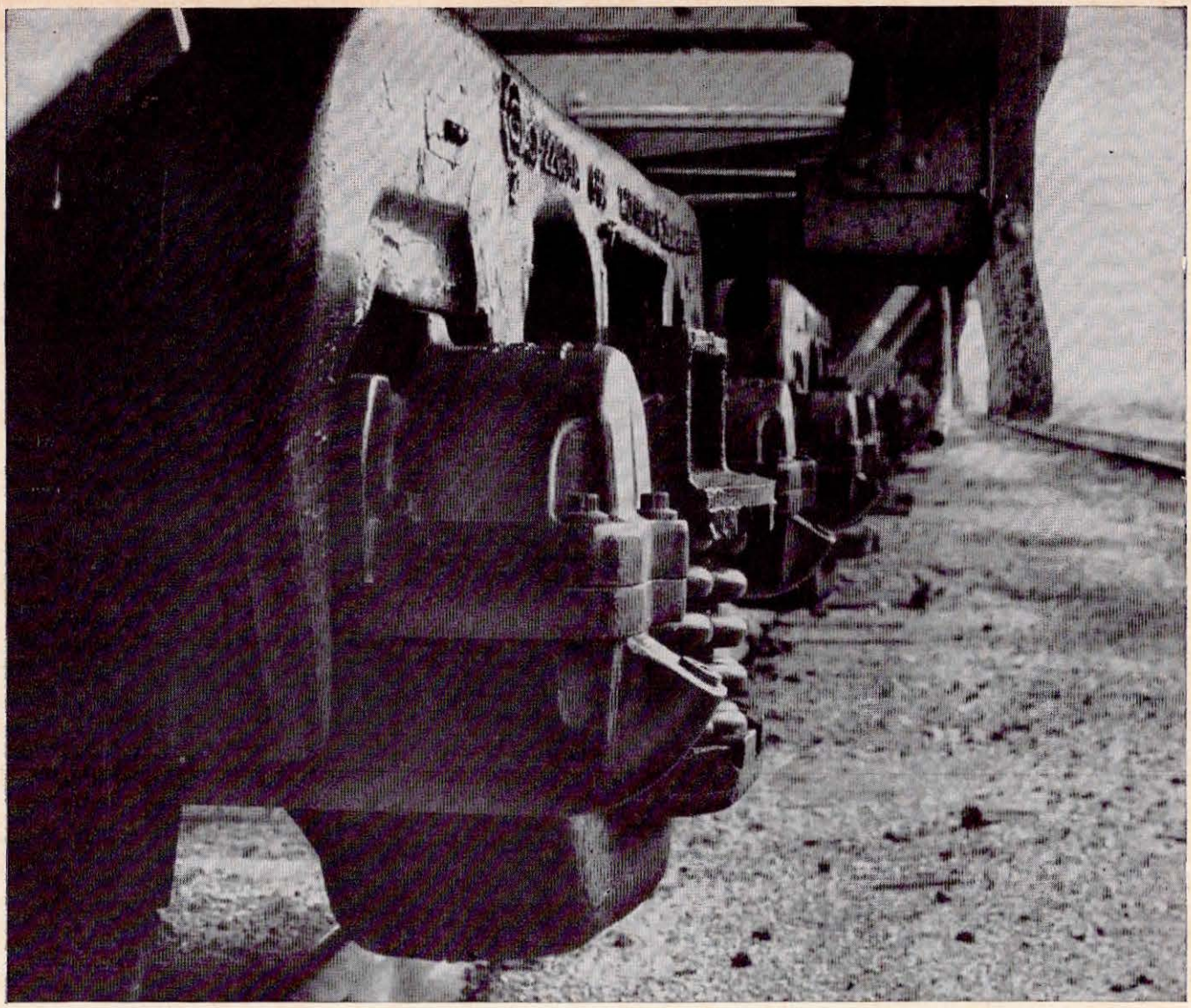
The BLF&E's representative on the Board didn't attend the first two meetings of the four-man panel (one each from the BLE and BLF&E and two men from the National Railway Labor Conference). BLF&E Vice President J. L. Shattuck cited prior commitments—and prompted a tart query from the BLE delegate, First Assistant Grand Chief C. J. Coughlin, as to what's more important to the Firemen, intra-union matters or dealing with the whole fireman-off question. Anyhow, the carriers and the BLE agreed at prior sessions to take up five basic questions in the NJB inquiry—and it doesn't seem likely that this field will be expanded much now. Various materials are to be exchanged—but the principal areas of investigation appear to be pretty well set.

Then there are those BLF&E Section 6 notices . . .

BLF&E notices, served Nov. 15, can be interpreted as indicating that the union has little faith in the National Joint Board's coming up with anything meaningful. Generally, the notices seem to call for a roll-back to the 1950 Diesel Agreement, which requires employment of a fireman on virtually all locomotives. There are certain instances in which the BLF&E concedes a fireman need not be used if a new hire is involved—but these instances are few.

A hard line—can it be maintained?

Over-all, the Firemen are taking a position—strategic or otherwise—which appears to have little "give" to it. Predictably, the carriers replied with a firm stand of their own. What this all means, very possibly, is that the National Joint Board in late December may come up with a report on which the carriers and the BLE can agree, in large part if not entirely. And the BLF&E will dissent. The BLF&E will probably insist that the BLE is playing house with the railroads, and the BLE will insist it's taking the realistic course and the one best designed to protect the men in engine service. Some observers think the Firemen will wind up wishing they'd displayed a little more moderation, a little less militancy. But the BLF&E itself has little time for such opinions. Even now, there is confidence, at least in outward expressions of union feeling. But even other unionists—some of them—wonder about that ring of confidence: How true—or how hollow?



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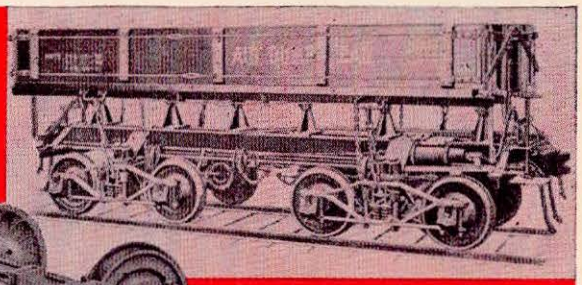

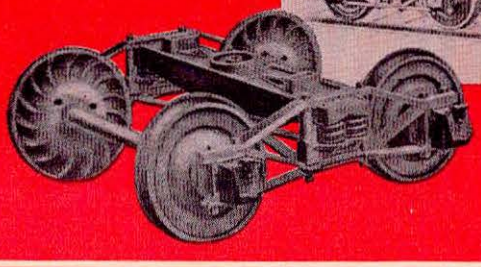

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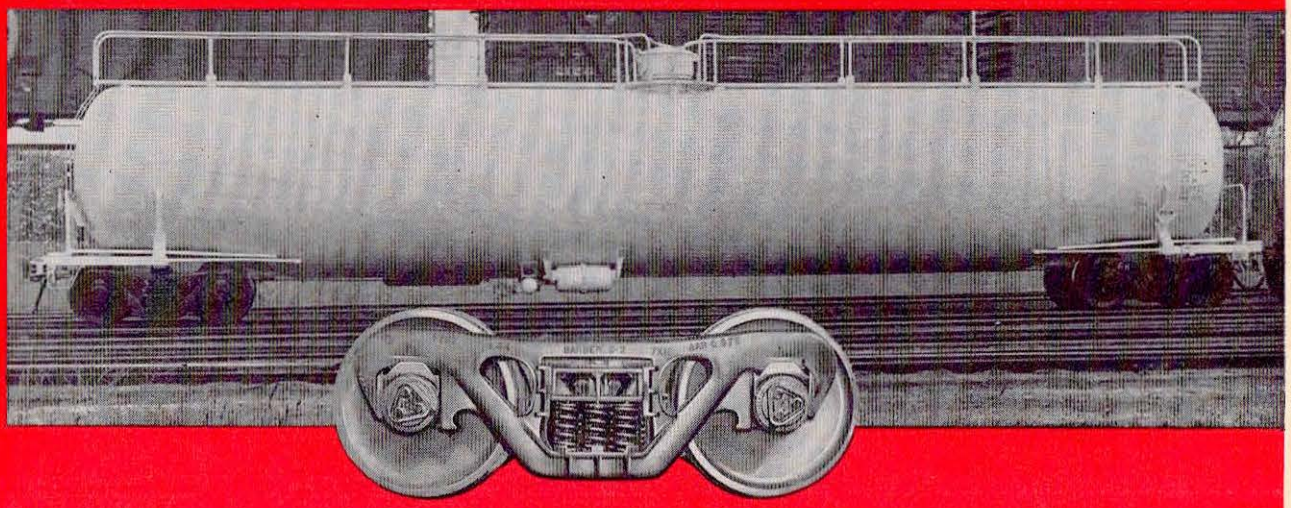

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RAILWAY AGE WEEKLY

NOVEMBER 29, 1965

High Court backs ICC on merger issue

The Supreme Court's action in the Atlantic Coast Line-Seaboard Air Line case reaffirms the ICC's authority to approve mergers without making detailed anti-trust findings. The decision offers relief from what could have become a nagging legal headache for merging railroads.

The threat that railroad merger cases would become more prolonged and complicated has been removed by the United States Supreme Court. Although it sent the Atlantic Coast Line-Seaboard Air Line case back to a lower court for further proceedings, it condemned that court's holding that carrier mergers cannot be endowed with antitrust immunity in the absence of detailed findings under the Clayton Act—despite the Interstate Commerce Act's immunity provisions.

These immunity provisions stay operation of the anti-trust laws with respect to any merger approved by the ICC. The Commission approved the proposed ACL-SAL merger nearly two years ago—in December 1963. Generally, that favorable decision found the merger justified because the two roads, though relatively prosperous, were still earning less than a fair return.

● **A merger milestone.** The decision marked the first time in the present merger movement that the Commission has approved a union of railroads which are relatively prosperous, and more parallel than complimentary. The case was thus quite like those involving the proposed mergers of the Pennsylvania and the New York Central, and of the Northern Pacific, Great Northern and Burlington.

The Commission resolved the reduced-competition issue in more or less general fashion. It determined that the lesser rivalry would not be adverse to the public interest because competition between railroads is now less important than it was in the past—that inter-modal rivalry has been the recent trend in the transport field.

The Florida East Coast, the Southern and the Railway Labor Executives' Association appealed to the lower court, which was a special three-judge court in the federal district court at Jacksonville, Fla. The Federal government, as represented by the Department of Justice, is also in the case opposing the merger.

● **Lower-court ruling.** The lower court sent the case back to the Commission for reconsideration. This remand was based on a ruling that the Commission was required to find that the result of the merger would not be monopoly or substantial lessening of competition "in any line of commerce, in any section of the country." That is where the court relied on the Clayton Act.

That act has those requirements in its Section 7. There, too, is an exemption for transactions approved by the ICC. But the Clayton Act also has something else to say about the Commission. Section 11 gives the regulatory agency authority to enforce the Act's provisions—"where applicable to common carriers subject to the Interstate Commerce Act."

That is in "sharp contrast" to the ICC's lack of jurisdiction to enforce the Sherman Anti-trust Act, the lower court said. It seems to have meant that Sherman-Act clearance can be based on general findings, but Clayton-Act clearance cannot. Upholding of that determination by the Supreme Court would have required the Commission to make precise findings based on minutial evidence.

● **Justice supports ICC.** The Commission's appeal to the Supreme Court said such a requirement could "prolong and complicate" merger proceedings which are already "long and costly by any standard." Clayton-Act concepts of "relevant geographical market" and "relative service market," evolved in industrial cases, "do not lend themselves to translations into meaningful measures of the anti-competitive effect of a railroad merger," the Commission also said. It was supported on this matter of law by the Department of Justice, but Jus-

TAFT

• **INDEXES OF FREIGHT RATES** point up dramatically the price reductions which the railroads have been offering in recent years. On the basis of 1950 figures as 100, the indexes reflect relative average rates per ton charged for carload shipments. They were compiled by the ICC's Bureau of Economics from data on waybills submitted by railroads required to participate in the Commission's waybill-sample project.

The latest compilation (ending with the 1963 figures) shows how the indexes rose sharply from 1955 to 1958, and then declined steeply during the subsequent years through 1963. The all-commodities index started at 108 in 1955 and rose to a 1958 peak of 121. The decline which then got under way brought the 1963 index down to 109—only one point above the 1955 level.

SHIPPERS of commodities in the Products of Agriculture group have enjoyed even better bargains than this general showing indicates. This farm-products index for 1963 was 107, compared with 1955's 109. And the 1958 peak index, at 119, was two points below the top all-commodities figure.

THE ANIMALS AND PRODUCTS GROUP had higher starting and peak indexes than the all-commodities showing. Its 1955 index was 112, and its peak was 123, reached in 1957. This was the only exception to the general showing of 1958 as the peak year. The 1963 index for Animals and Products, however, was lowest of all group indexes—106.

RATES ON PRODUCTS OF MINES have moved, both up and down, in more leisurly fashion than the other rates. Here the 1955 index was 107, lowest of the lot, and the 1958 peak was 118, also lowest. The post-1958 decline was interrupted after two years by a climb back to a 1961 index of 116. Then came the drop to 1963's 112.

RANGE OF SWINGS, up and down, was widest in the index for rates on commodities in the Manufactures and Miscellaneous group. This group's 1955 start was at 108, and its peak index was 1958's 123. From there the drop was to a point below the 1955 starting line—1963's 107.

THE ICC BUREAU'S PRESENTATION included its analysis of the 1963-1962 index numbers for 60 individual commodity classes. Twenty of them showed no change, or a change of only one index point, between the two years. Such differences are ignored by the Bureau as not significant, since they could be due to the sampling involved.

FOR 19 OF THE 60 CLASSES, however, the indexes decreased more than four points between the two years. Seventeen others dropped two or three points. And only four classes showed what were appraised as "significant increases," i.e., rises of two or three index points.

HOW TRI-LEVEL CAR SERVICE has permitted rate cuts for the transportation of new automobiles is among the compilation's most interesting showings. These rate reductions have brought much of this business back to the railroads. They are reflected in the 1963 index of 72 for Commodity 613, Passenger Automobiles.

THIS WAS LOWEST of the 1963 commodity-class indexes. It compared with 1955's 103 and the 1958 peak of 122. The drop from there began moderately with 1959's 119 and 1960's 118. Then came the big slide to 1961's 78. The 1962 index was 74.

tice still asked the Supreme Court to do what it did—i.e., send the case back to the lower court for review of the Commission's decision by standards of the Interstate Commerce Act.

The Supreme Court's remand came in order accompanied by a brief opinion. No new antitrust doctrine applicable to mergers was evolved. The opinion said flatly that the lower court "erred" in its interpretation of directions the Supreme Court has given in previous merger cases. Those directions were pointed up by the court in a quotation from its 1959 opinion in the Minneapolis & St. Louis case.

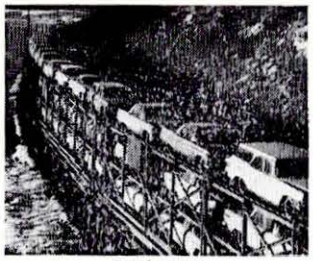
Quotation cited

"Although Section 5(11) [of the Interstate Commerce Act] does not authorize the Commission to ignore the anti-trust laws, there can be little doubt that the Commission is not to measure proposals for acquisition by the standard of the antitrust laws. The problem is one of accommodation of Section 5(2) and the antitrust legislation. The Commission remains obligated to estimate the scope and appraise the effect of the curtailment of competition which will result from the proposed acquisition and consider them along with the advantages of improved service, and other matters of public interest, to determine whether the acquisition will assist in affectuating the overall transportation policy."

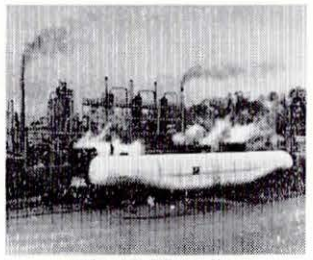
• **No new criteria.** The same criteria should be applied to the proposed ACL-SAL merger, the court continued, adding: "It matters not that the merger might otherwise violate the antitrust laws: the Commission has been authorized by the Congress to approve the merger of railroads if it makes adequate findings in accordance with the criteria quoted above that such a merger would be "consistent with the public interest."

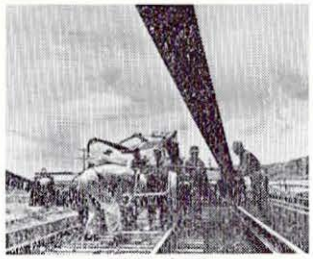
Whether the Commission has done this without exceeding the limits of its discretion is the basis for the remand. That is for the lower court to decide in the first instance, and "we indicate no opinion on the same," the Supreme Court also said. It had noted previously that the lower court's preoccupation with its Clayton-Act theory resulted in its failure to reach the question of public interest under the Interstate Commerce Act. Other valid issues which the lower court failed to consider were listed by the Supreme Court as questions of whether the Commission's labor-protection conditions were adequate, and whether control of the merged company by the Mercantile-Safe Deposit and Trust Company would be in the public interest. ■

What's new on the railroads?

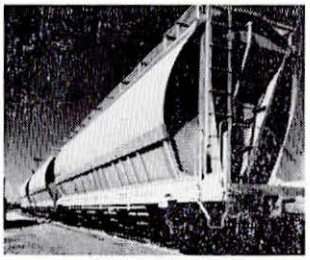

Rack cars

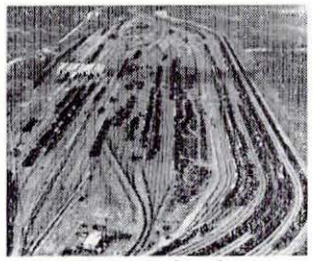
Data processing

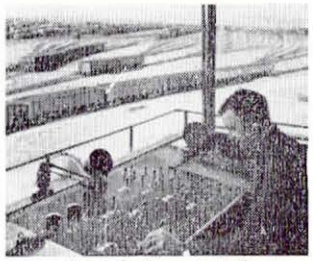

Giants of the rails

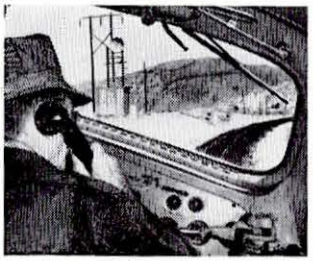

Welded rail

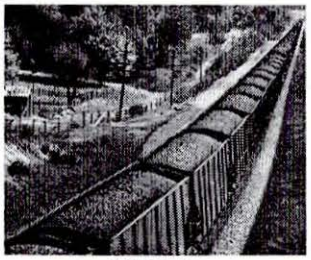
Workhorse for defense

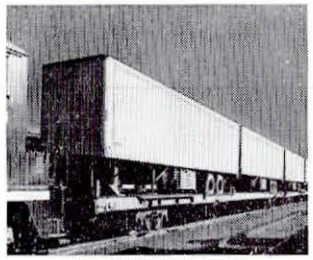

Modern design


Automated yards


Push-button control

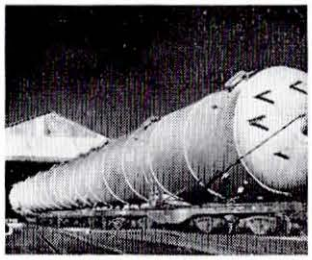

Train radio


Unit train


Piggyback express

Container loader

Microwave service


Super-size loads

TV car monitor

Centralized traffic control

All this...and savings too!

Since 1958 average freight charges are down 14% while consumer prices are up 9%

The railroads' modernization program—more than a billion dollars a year—is paying big dividends to the public. Powerful new locomotives, spectacular electronic communications and train operating systems, improved cars and dramatic new concepts of service—truck-train piggybacking, the unit train, the multi-level auto carrier—have all enabled the railroads *to keep shipping costs down.* Since 1958, average railroad freight charges have actually *declined* 14% while consumer prices were *going up* 9%. Today, a dynamic railroad industry continues to explore opportunities for even greater economy and efficiency as it helps shape a better transportation future for all America.

ASSOCIATION OF AMERICAN RAILROADS

Circle 9 on reader service card

Circle 10 on reader service card →

Here's one way to cut absenteeism on the ready track

Some thoughts on how to keep your fleet units working together

You can't move freight with a locomotive that's on the morning report. And more than that, unscheduled downtime costs you more today.

Seems like only yesterday that five or six unit consists were the rule. If one unit went down, there was still enough tractive effort to handle the train at a slower speed.

Now, with fewer, more powerful locomotives doing the work of many, tractive effort is more closely balanced with horsepower. The time has come when a unit lost might put the red light on the entire train.

If you stop and think about it, much unscheduled maintenance is due to a single item—a faulty, worn-out or "tired" part. And, more often than not, it's a replacement part that's out of balance with the system.

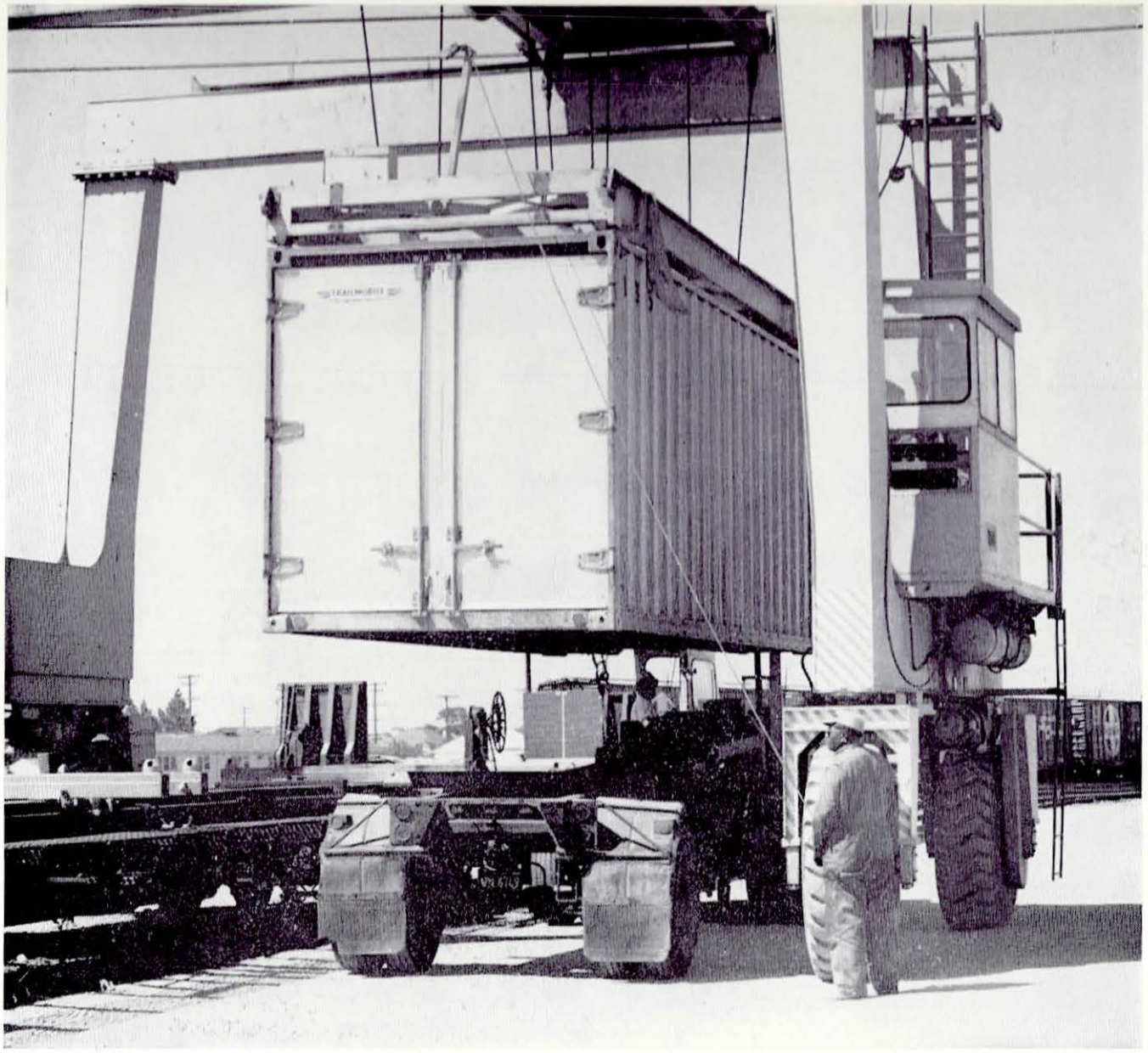
Of course, the answer to this is to keep the various components of the locomotive system in harmony. Parts that work together should have the same life expectancy, the right operating tolerances, and compatible structural characteristics.

Unless you're lucky, about the only way you can be sure of this is with original equipment replacement parts.

It's worth money to you if you remember that Electro-Motive replacement parts are built to last as long as or longer than the original parts they replace. The maintenance cycles are comparable or improved. The quality is equal or better.

This kind of reliability will keep your locomotives on the ready track.

ELECTRO-MOTIVE DIVISION
GENERAL MOTORS · LA GRANGE, ILLINOIS



For the most advanced ideas in Containerization . . .

Here's why it will pay you to specify Trailmobile Containers

Trailmobile engineers can be a big help in getting you into Containerization . . . give you a hand in solving your existing Container problems. Why Trailmobile?

Experience for one thing. As a pioneer builder, Trailmobile engineers have developed Container concepts . . . worked out integrated, practical transportation systems for some of the biggest operations in the country.

Testing and research facilities for another. As a division of Pullman Incorporated—world's largest builder of transportation equipment—we have at our disposal perhaps the most modern and extensive facilities for testing progressive, forward-looking Container concepts.

A complete line for every need. T/M's advance-design aluminum and steel Containers include reefers, bulk commodity, insulated and dry freight vans. In a wide range of sizes.

We cover the country. You'll find T/M parts and service depots in major cities across America. Whenever you need us, we're never far away.

Next time you're in the market for Containers, it will pay you to check first with Trailmobile—Container pioneer. You'll be miles ahead.

TRAILMOBILE®

Chicago, Illinois 60604 • a division of Pullman Incorporated

SALES, PARTS AND SERVICE IN ALL PRINCIPAL CITIES

Circle 11 on reader service card

WESTINGHOUSE RUBBER-FRICTION DRAFT GEAR

MARK R-500

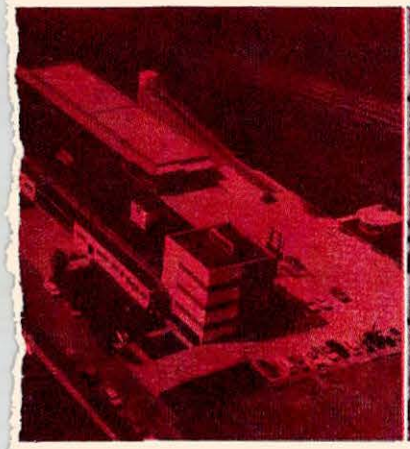
is the **first** **Rubber-Friction** Draft Gear to receive unconditional approval by the A.A.R., and bears A.A.R. Certificate No. 42, under A.A.R. high capacity specification M-901E.

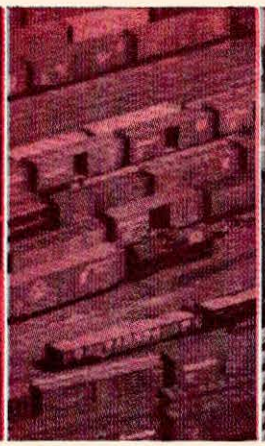
The R-500 was tried and proved in service and was granted unconditional approval as a result of the 2-year service check test. Not only did the R-500 receive exhaustive tests in the field, it also received rigid testing at the company's test plant and test track.

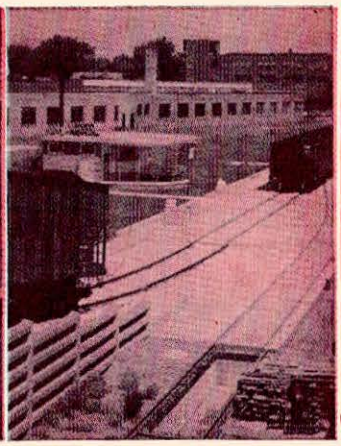
First to Receive UNCONDITIONAL APPROVAL

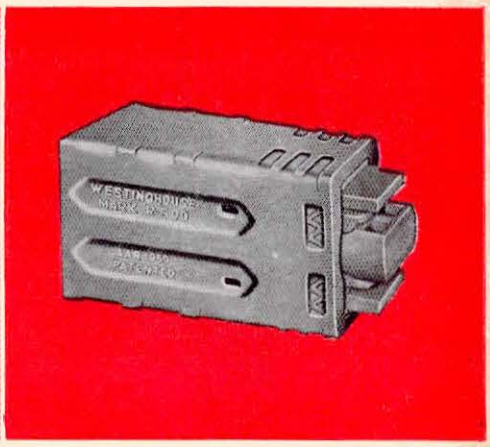
An outstanding feature of the R-500 is the friction clutch used in combination with heavy coil steel springs with a Butyl rubber inner core which assures high resistance to closure, resulting in less car maintenance, fewer bad order repairs, and longer service life.

When you use a Westinghouse Draft Gear be assured that it will perform the job for which it has been designed.









CARDWELL WESTINGHOUSE
COMPANY
332 S. MICHIGAN AVE., CHICAGO, ILLINOIS 60604
TELEPHONE 312-427-5051
INTERNATIONAL DIVISION SAME ADDRESS

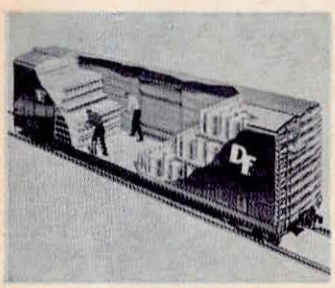
CANADIAN CARDWELL CO. LTD.
MONTREAL 2, QUEBEC

Circle 12 on reader service card

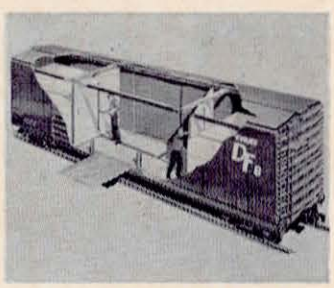
EVANS expands service to

First, car and lading protection...

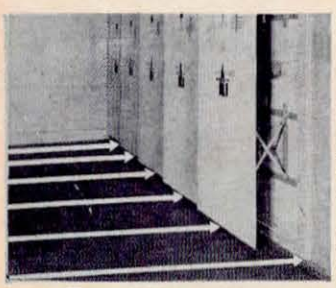
Since 1915, Evans Products Company has been the nation's leading designer and manufacturer of equipment specially developed to prevent damage to railroad freight cars and to lading of every type.



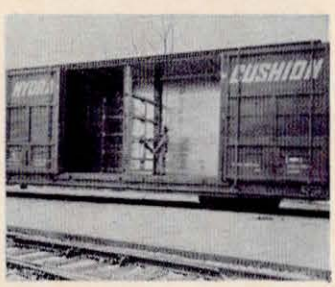
Evans DF® Loader



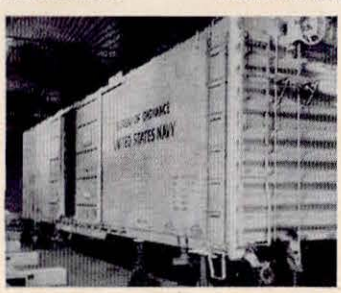
Evans DF®-B Bulkheads



Evans Sidewall Fillers



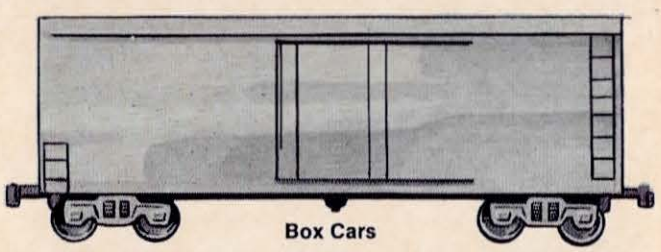
Evans Hi-Cube Bulkhead



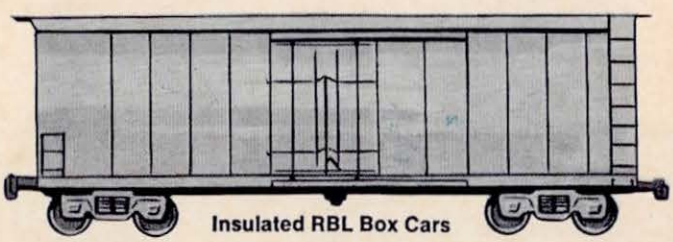
Evans Hydra-Cushion** Conversions

Then, car construction, components, upgrading...

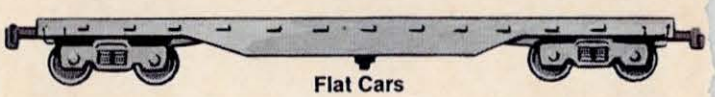
Evans entered the car-building field in September, 1964. With acquisition and expansion of the Blue Island, Illinois plant, and expansion of the Plymouth, Michigan plant, Evans car building capacity will triple.



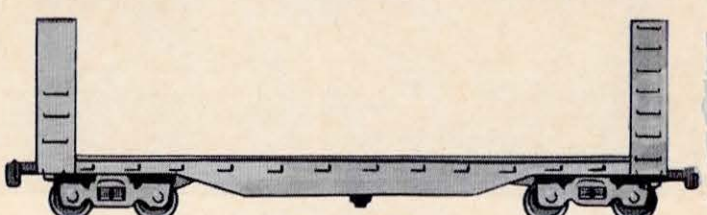
Box Cars



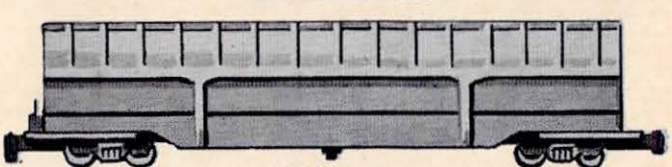
Insulated RBL Box Cars



Flat Cars



Bulkhead Flat Cars



Coil Steel Cars

railroads and shippers

And now, car leasing, car doors and brake beams...

with the acquisition of these well known companies:

–U.S. Railway Equipment Co.
–Chicago Railway Equipment Co.*

With expansion of facilities and these latest acquisitions, Evans is the only supplier now in a position to offer these complete freight car services to railroads and shippers:

- **Freight car leasing.**
- **Freight car doors.**
- **Brake beams.**
- **Freight car building.**
- **Car underframes and sides.**
- **Reconditioning, upgrading and stretchout service.**
- **Damage prevention equipment.**
- **Conversion to Hydra-Cushion** Underframes.**

If you want to buy new or used freight cars, if you want to lease new or used freight cars, or if you want to equip freight cars, we'd appreciate the opportunity to quote on your requirements.

*Division of AMK Corp. (Brake beam and car door operation)
**Reg. T.M. of Hydra-Cushion, Inc.

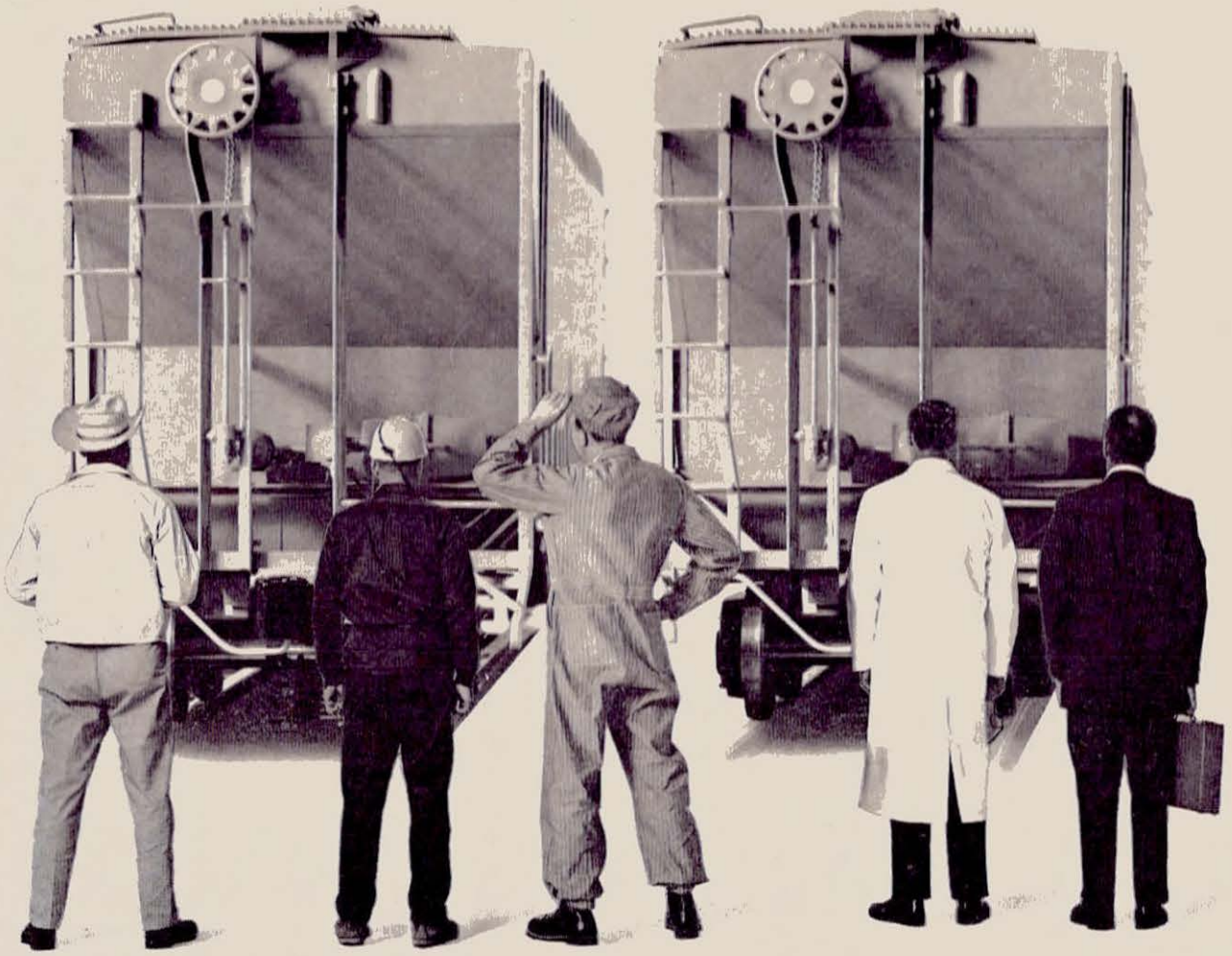
Evans

TRANSPORTATION EQUIPMENT DIVISION

Plymouth, Michigan, Canadian Rep., International Equip. Co., Montreal

Circle 13 on reader service card

Circle 14 on reader service card ▶



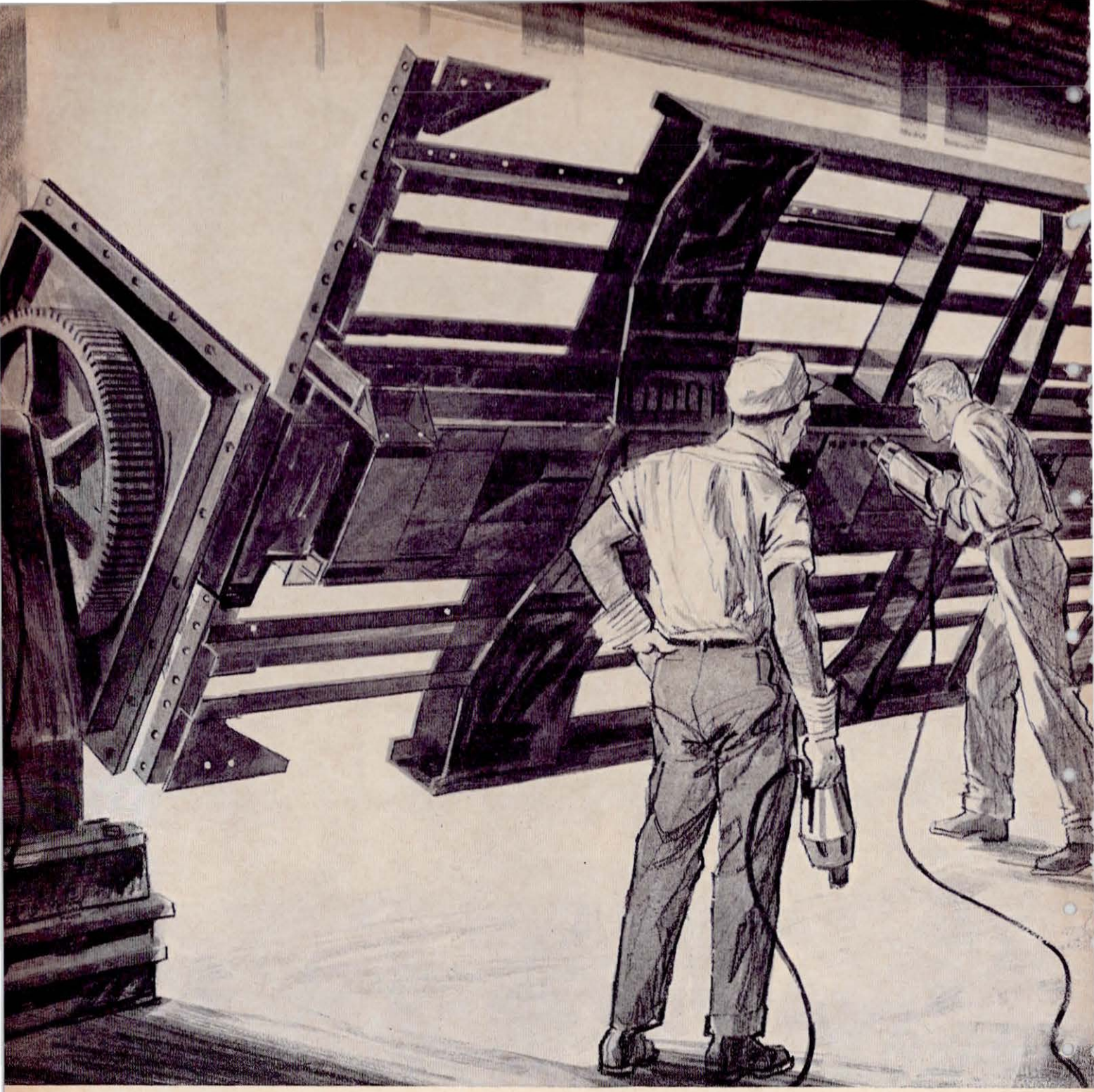
Which one has

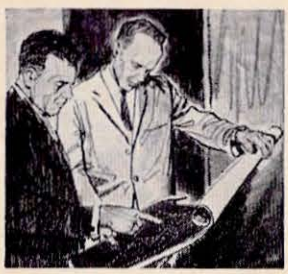
the center sill?

It's hard to tell from an end view, because P-S covered hoppers, with or without center sill, retain their standard configuration and have strength-bearing members in the underframe, where they belong. Now, in addition to the existing broad selection of sizes and options, P-S center discharge covered hopper cars also are available without center sill. We would welcome the opportunity to personally discuss this new P-S feature with you.

PULLMAN-STANDARD

a Division of Pullman Incorporated
200 South Michigan Avenue, Chicago, Illinois 60604
New York • Pittsburgh • Birmingham • Washington, D. C.
J. C. Fennelly Co., San Francisco, West Coast Representative





ENGINEERING DESIGN and consultation are exclusive special services we provide to railroads interested in car cushioning.

FOLLOW-THROUGH . . . Our service begins *before* and continues *after* a railroad buys Hydra-Cushion Underframes. First, we provide the engineering and consultation service of a staff whose experience in car cushioning is unequaled in the industry. After the sale, a Hydra-Cushion, Inc. engineering field representative works closely with your installation people to make sure that all Hydra-Cushion components are installed properly and operate efficiently.

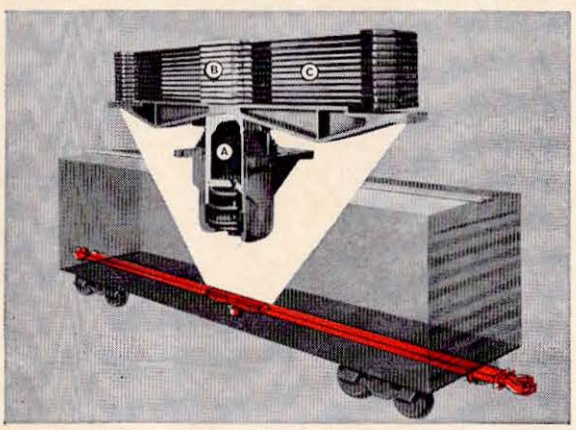
These exclusive services, plus the proven performance of Hydra-Cushion equipment, are the reason more railroads have Hydra-Cushion Underframes on freight cars than any other modern cushioning device. Hydra-Cushion Incorporated, Dept. M11, 13101 Eckles Road, Plymouth, Michigan 48170, or 332 South Michigan Avenue, Chicago, Illinois 60604. Canadian Representative: International Equipment Company Limited, Montreal.

HYDRA-CUSHION® UNDERFRAMES

MORE CARRIERS OWN CARS EQUIPPED WITH HYDRA-CUSHION UNDERFRAMES THAN ANY OTHER MODERN CUSHIONING DEVICE

American Refrigerator Transit Co.
Atchinson, Topeka & Santa Fe
Atlantic Coast Line
Baltimore & Ohio
Bangor & Aroostook
Canadian National
Canadian Pacific
Chesapeake & Ohio
Chicago & Eastern Illinois
Chicago, Burlington & Quincy
Chicago Freight Car Leasing
Chicago, Milwaukee, St. Paul & Pacific
Chicago, Rock Island & Pacific
Chicago, South Shore & South Bend
Clinchfield
Denver & Rio Grande Western
Detroit & Toledo Shore Line
Erie-Lackawanna
Evans Products Co.
Florida East Coast
Fruit Growers Express
Grand Trunk Western
Great Northern
Gulf, Mobile & Ohio
Linde Air Products
Louisville & Nashville
Maine Central
Missouri-Illinois
Missouri-Kansas-Texas
Missouri Pacific
New York Central
New York, Chicago & St. Louis
Norfolk & Western
North American Car
Chicago & North Western
NITX
Northern Pacific
Pacific Fruit Express
Pennsylvania
Pittsburgh & Lake Erie
Richmond, Fredericksburg & Potomac
St. Louis-San Francisco
St. Louis-Southwestern
Seaboard Airline
Soo Line
Southern
Southern Pacific
Texas & Pacific
U. S. Navy
Wabash
Western Fruit Express
Western Pacific
Green Bay & Western
Burlington Refrigerator Express

THIS COMBINATION MAKES THE BIG DIFFERENCE IN CAR CUSHIONING

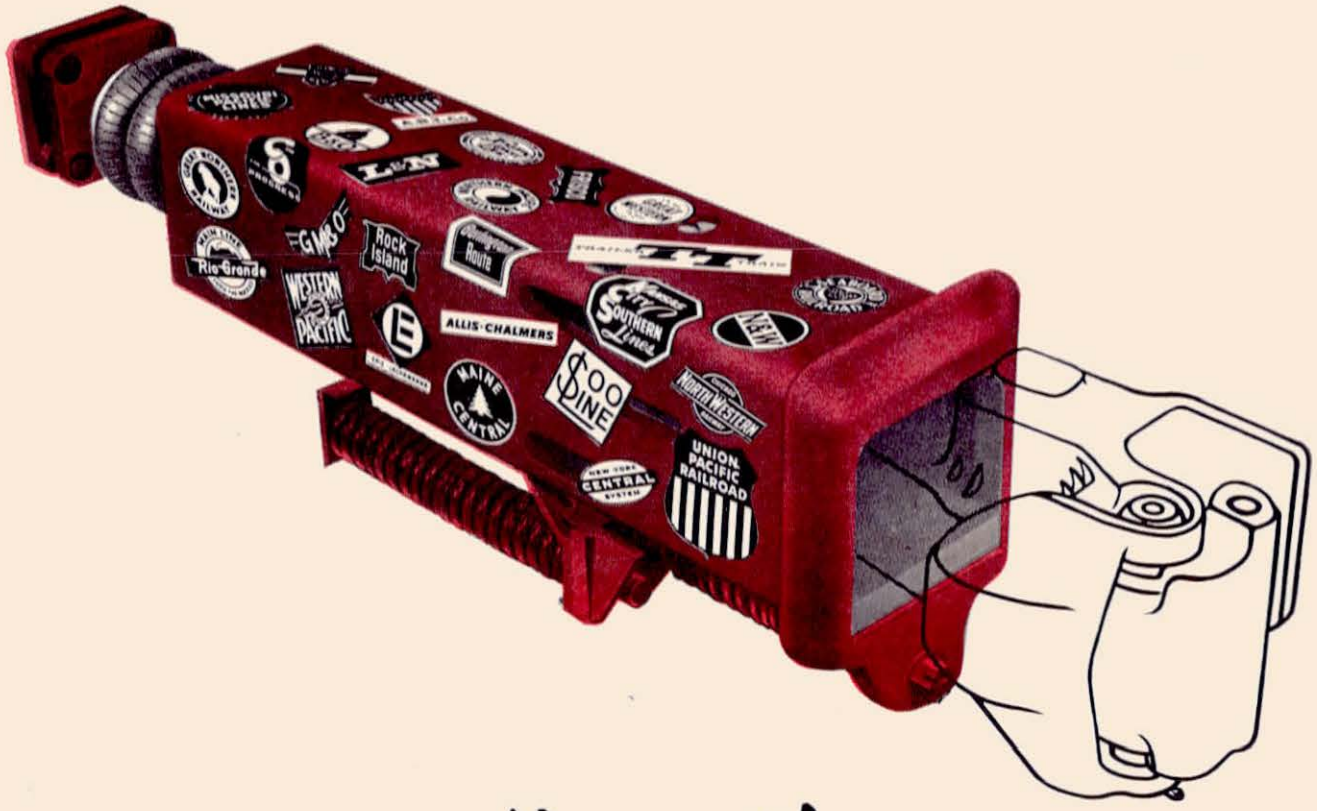


Unlike other car cushioners, the Hydra-Cushion Underframe is *not* a direct-action plunger hydraulic unit. The Hydra-Cushion system was designed to eliminate problems inherent in the direct-action type.

The patented combination of hydraulic unit (A) and fixed and movable friction plates (B and C) in the Hydra-Cushion system multiplies the effect of oil pressure many times—obtaining maximum cushioning with low hydraulic pressures and avoiding the maintenance problems characteristic of high pressure systems. Its upright cylinder reduces possibility of oil dripping, and its short-travel reduces possibility of seal wear inherent in long-travel horizontal cylinders. The Hydra-Cushion design minimizes curvature problems, coupling difficulties, and undesirable overhang.

NOW EASILY INSTALLED ON ALL TYPES OF NEW OR EXISTING CARS.

Circle 15 on reader service card



'board!

These are a few of nearly 50 Class I railroads and special car owners whose Hydraulic Cushioning Units include FreightMaster. They know FreightMasters deliver what they promise to deliver: truly *effective* end-of-car cushioning. ▪ This list of users is impressive, and growing. The burgeoning FreightMaster popularity is attested to by the fact that nearly 50 Class I railroads and major private car owners now own or have on order more than 12,500 FreightMaster car sets. ▪ To understand why, just look at these features: 1. Better car structure protection — all car components, *including the center sill*, are cushioned. 2. Helps protect adjoining cars — 100% independent cushioning action lessens impact shock significantly. 3. Unaffected by car camber — end-of-car location of FreightMaster units permits any degree of car camber without reducing effectiveness. 4. Versatility—FreightMasters can be installed in almost any type of old or new car with either standard or special center sill. 5. Requires no periodic maintenance—virtually no maintenance at all . . . *ever*. ▪ Add your company's name to this list of distinguished firms. We think you will find the association most beneficial. Write today for the full FreightMaster story. FreightMaster — a division of Halliburton Company. 424 W. Vickery Blvd., Fort Worth, Texas. (817) ED 5-3046. In Canada, contact Hawker Siddeley Canada Ltd., Montreal.

TRAFFIC-TESTED HIGH-CAPACITY CUSHIONING

FreightMaster®

A DIVISION OF HALLIBURTON COMPANY

END-OF-CAR HIGH CAPACITY HYDRAULIC CUSHIONING DEVICES

Circle 16 on reader service card

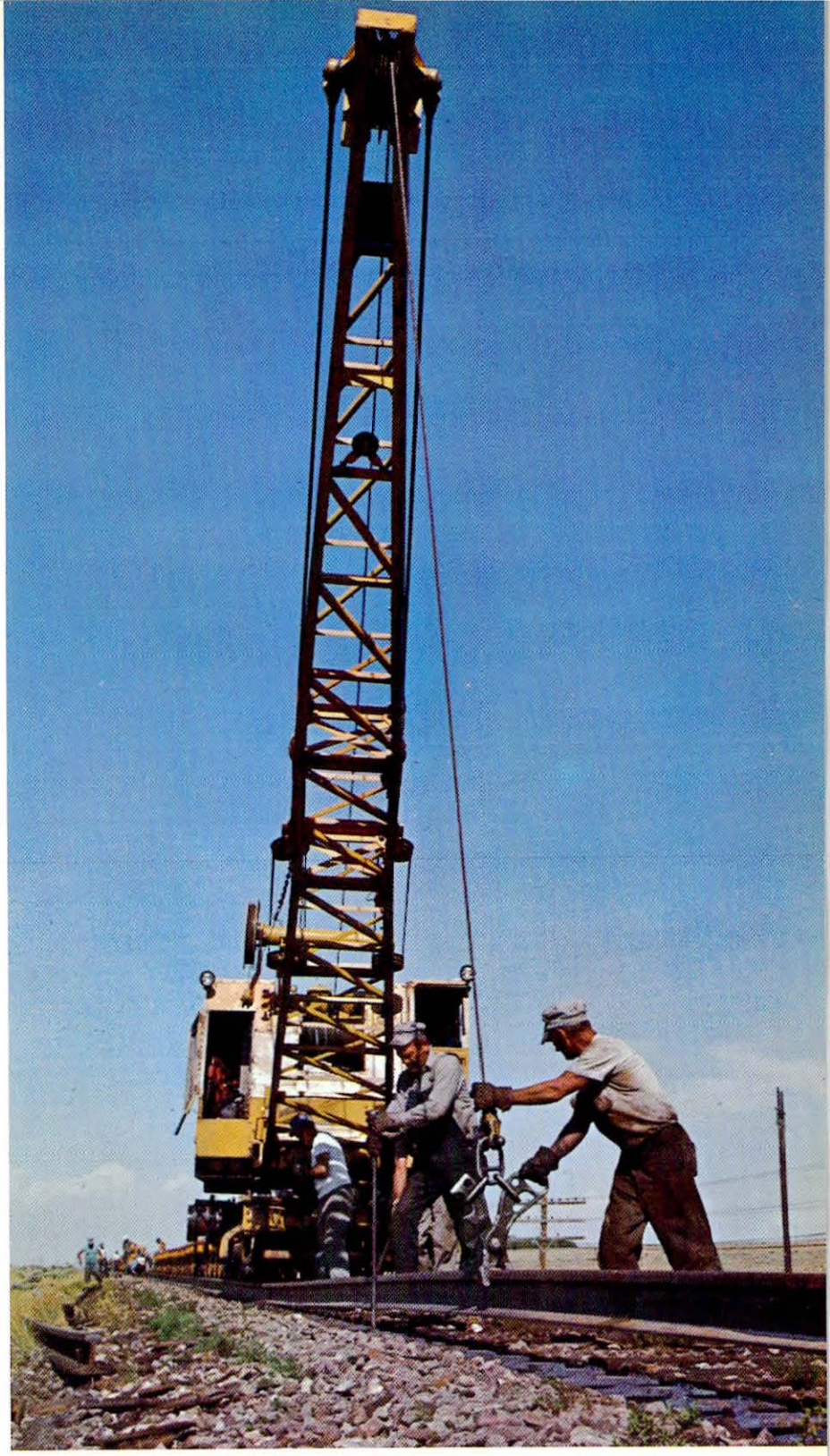
Circle 17 on reader service card

Burlington-
to be sure!

Built for service to shippers and travelers—from the ground up—the Burlington is continuously improving its equipment, facilities and service.

New welded rail helps give freight a smoother ride, lessens maintenance . . . . helps maintain faster, more dependable train schedules.

Next shipment to, from or through our territory, route it Burlington—*to be sure!*



***Machines and men** work together, laying heavy welded rail on the Burlington's high speed main line*

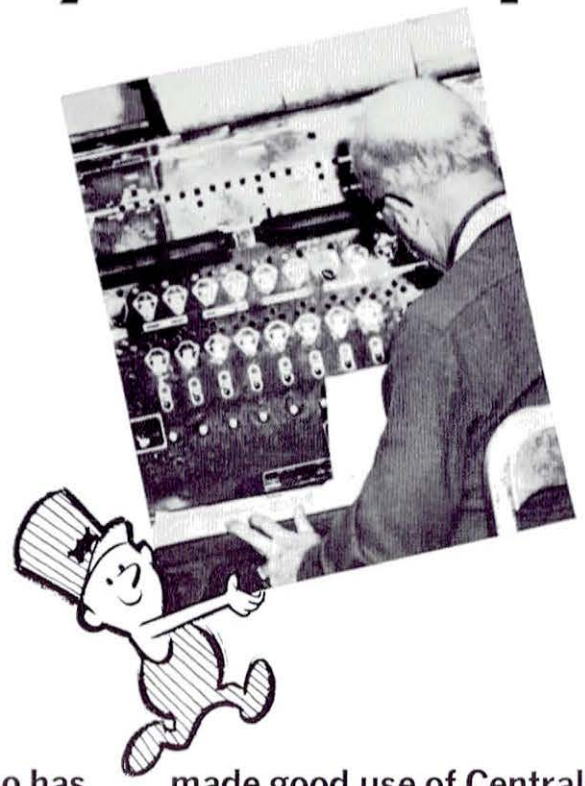
Burlington Lines

Chicago, Burlington & Quincy Railroad
Colorado and Southern Railway
Fort Worth and Denver Railway

Burlington Route

Everywhere West

Frisco has Consolidated its CTC to put extra ZIP in your shipments



For many years Frisco has made good use of Centralized Traffic Control – the remote control of many switches and signals from a single, central point.

Six CTC installations were spotted throughout Friscoland to pep up train movements and freight schedules.

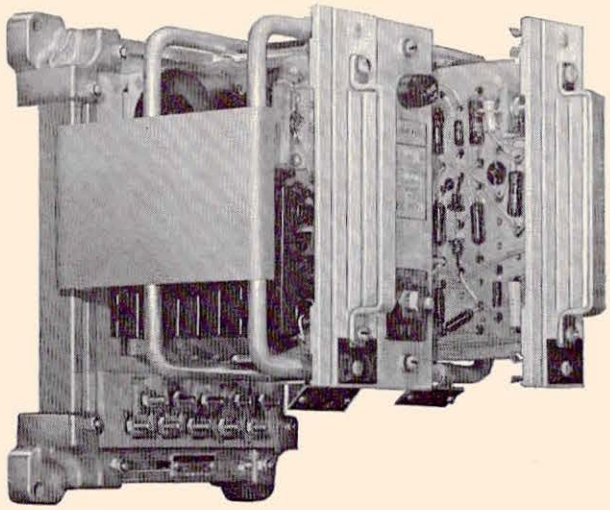
Now all six CTC installations have been consolidated – moved to a single location – in Springfield, Mo. Now the entire control operation is itself controlled and coordinated – instantly.

This means precision scheduling and more dependable service – minimization of delays. Add this to Frisco's new Management Information Control system and other elements of increasing Frisco efficiency and you'll see why it makes more sense than ever to . . . ***TRY FRISCO SERVICE FOR SIZE***

FRISCO

Circle 18 on reader service card

If after one million road miles, this isn't still the best voltage regulator in service...



just plug in a new component card and it will be.

That's how easy it is to eliminate costly down time or make modernization improvements with General Electric's 17FH20B Voltage Regulator. And that's not all. G.E.'s card-mounted static design, featuring silicon-controlled rectifiers, gives you built-in protection against voltage surges and spikes.

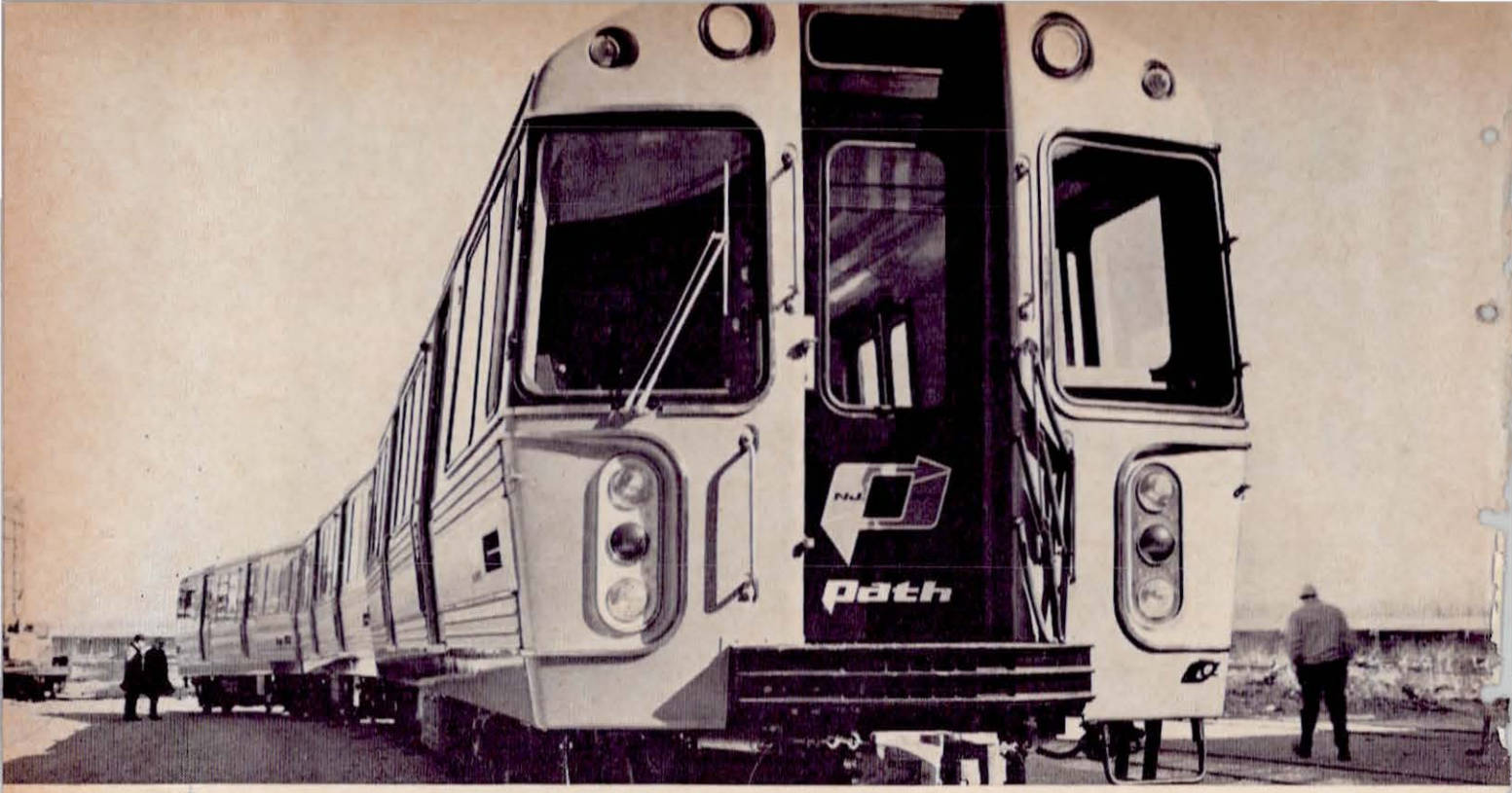
And, one basic design for a wide variety of auxiliary generators simplifies railroad stocking and maintenance. For flexibility, an automatic armature current limitation is available by simply adding a resistive shunt for the current you need, protecting your locomotive batteries and the auxiliary generator.

Want to hear more? Ask your G-E Renewal Parts Sales and Application Engineer for brochure GEA-7748A. Call him in *Atlanta*—876-2451 (404); *Chicago*—663-4141 (312); *Cleveland*—361-4464 (216); *Erie*—455-5466 (814); *New York*—751-1311 (212); *Philadelphia*—568-1800 (215); *Pittsburgh*—281-6400 (412); *San Francisco*—434-2211 (415); or *St. Louis*—436-4343 (314). 121-22

GENERAL ELECTRIC

Circle 19 on reader service card

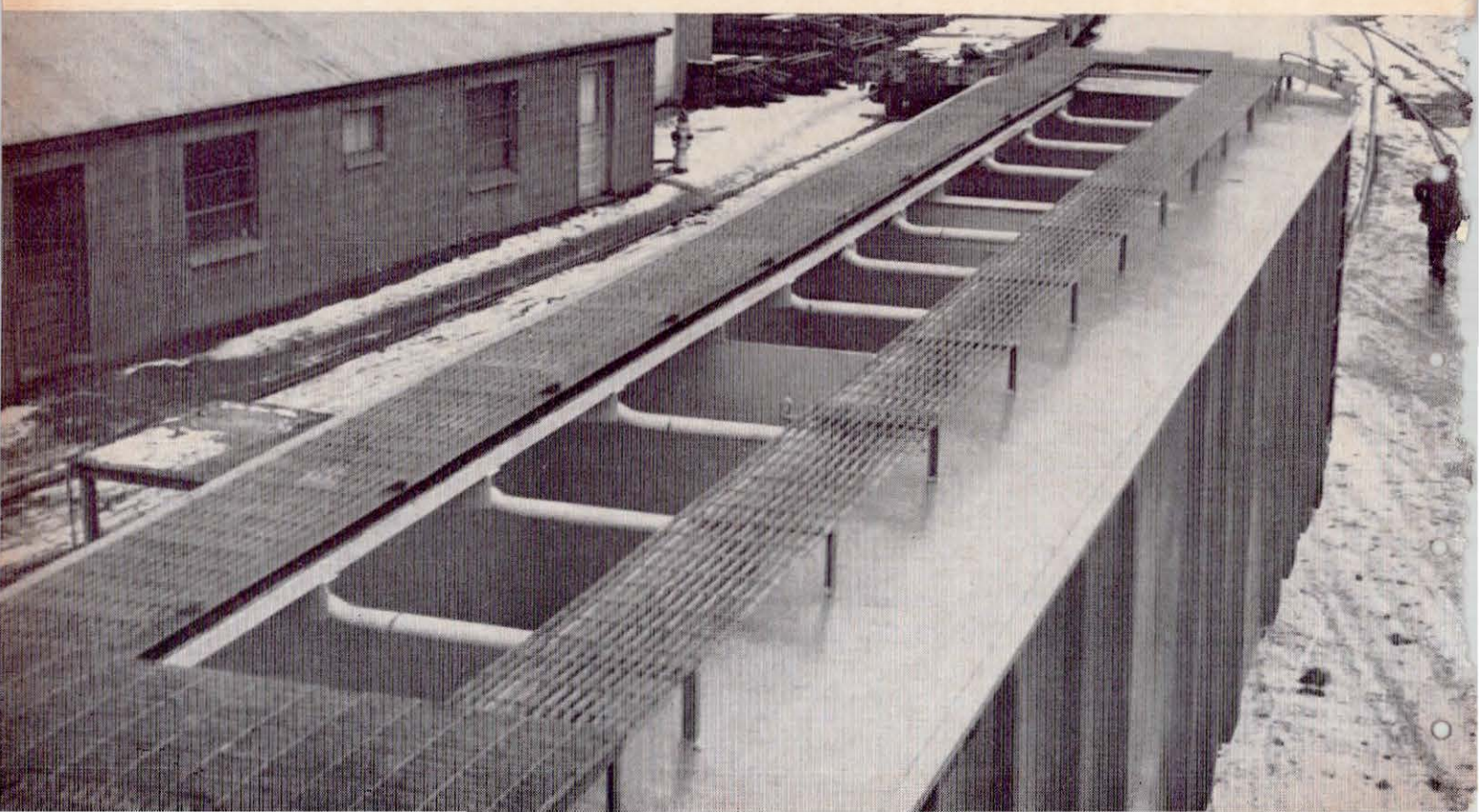
Circle 20 on reader service card ▶

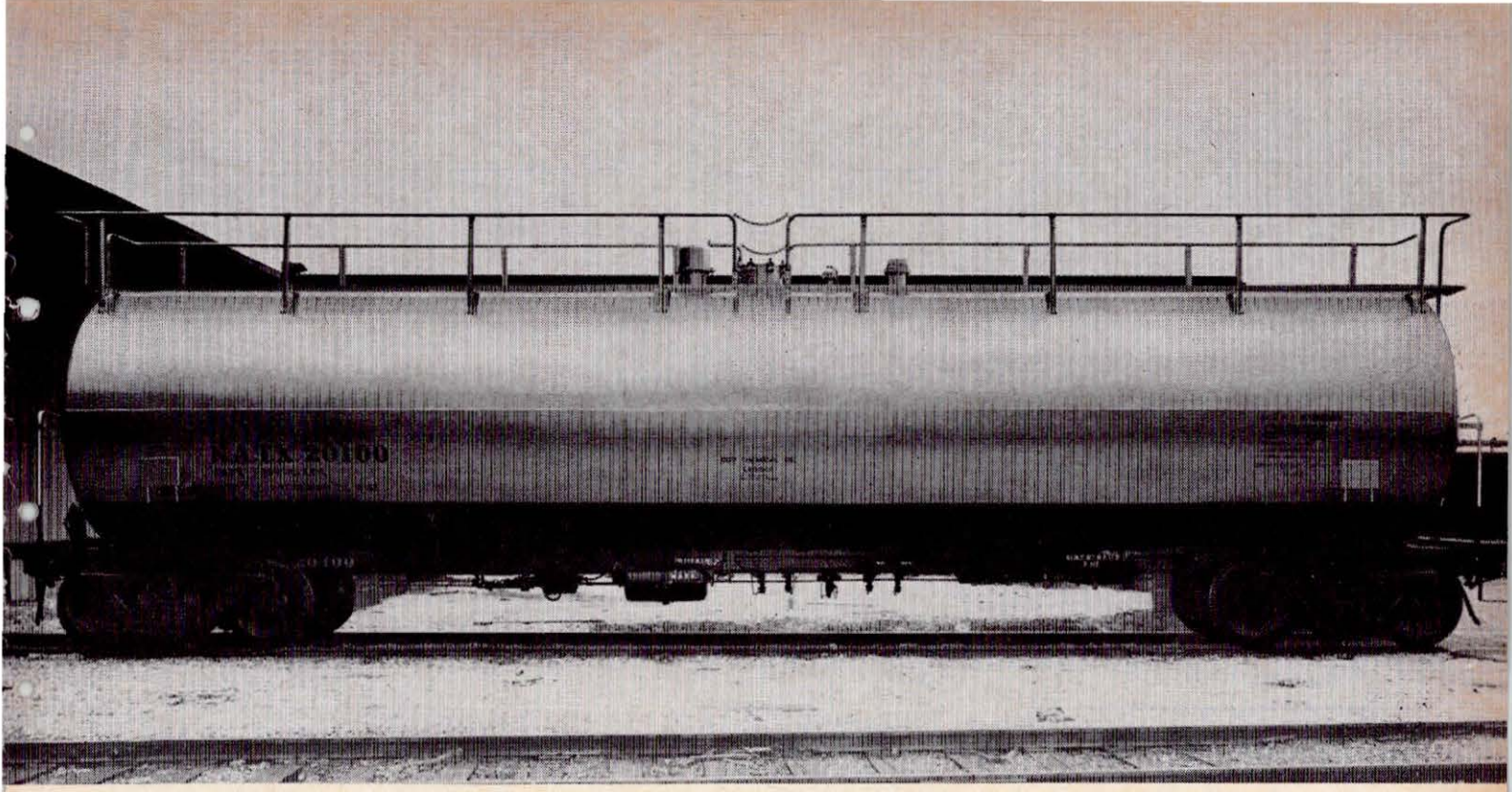


We're getting around a lot.

On the bottom, the top, and all over railway cars. Dow aluminum is going into imaginative new applications.

There's the underframe, for instance, on the 162 aluminum rapid transit cars (upper left) from General Steel Industries, St. Louis Car Division. Together we worked out the extruded aluminum center sill design and produced it on the giant 14,000-ton press, along with the side sills and bolster sections. At 1,785 pounds, the center sill weighs only about half that of





a similar section made of steel.

Up top we've made another unique item. The retractable corrugated cover of aluminum sheet on Greenville's Roll-A-Hatch covered hopper car (lower left). A hand crank, operated by one man on the ground, rolls the self-nesting aluminum cover open to the car's full length. And gives clear access to the interior for loading.

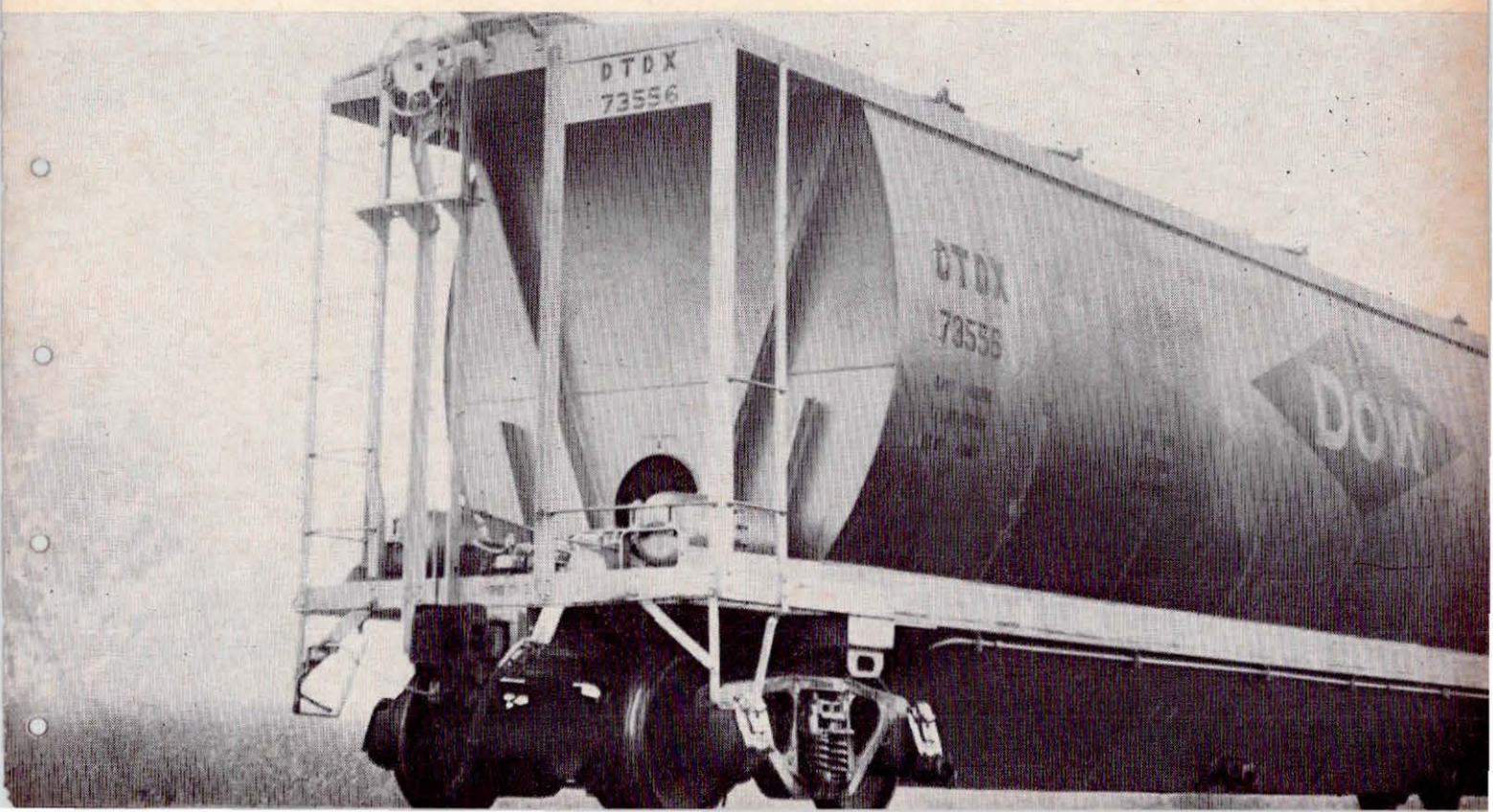
Dow aluminum goes into a tank car (shown above) from North American Car Corporation, fabricated by AMF Beaird, Inc. It was specified for the 20,000 gallon tank because of its compatibility with the chemicals it will carry. Then there's the tank hopper car (below) which uses our sheet for the roof, plate for compartment dividers and side, end and slope sheets. Dow's extruded shapes are used for structural members including side plates and side sills.

Still another original design now being developed by Dow is our aluminum bulkhead door. It will not only save weight but also is unusually stiff to hold lading securely in place.

Whatever the use, aluminum's advantages never change. Light weight and corrosion resistance mean reduced operating and maintenance costs. When cars are scrapped, aluminum's salvage value is at least six times higher than steel's.

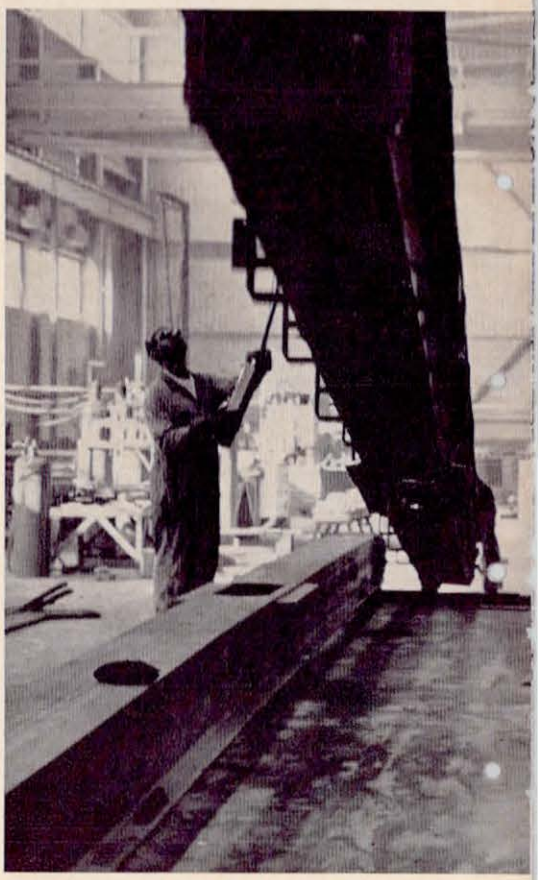
Want to know what Dow aluminum can do for you? Just ask. We'll show you. The Dow Metal Products Company, Division of The Dow Chemical Company, Midland, Michigan 48641.

DOW



FREIGHT CAR POOLS:

How big? How specialized?



Freight car pools get the bulk, if not all, of the cars that shippers regard as "dream cars." These cars bristle with devices designed to maximize useable cube, minimize damage to lading and provide greater loading and unloading economies to shippers and receivers.

In addition to the fancy hardware, pool equipment is apt to be larger, have roller bearings, cushion underframes—and cost more. And, like the cars themselves, the pools are getting bigger, more specialized and more expensive for the railroad industry.

• **How big are the pools?** No one knows exactly how big a fleet of cars operates in assigned service. A large percentage of covered hoppers, for example, operates in pool service. Some box-car pools (the parts cars assigned to the auto companies are an example) have several thousand cars. Other pools operate with only a dozen cars. But, they add up to a sizeable slice of the industry's carfleet. Some experts feel that more than a tenth of all rolling stock operating on railroads belongs to one or another of the freight car pools that service large shippers in the appliance, auto, chemical, building material and food industries.

Most of the freight car pools using specialized box cars came into existence after General Foods and a few other pioneer companies researched and analyzed what the specifications would be for an ideal car—for their shipments. They got the railroads to buy such cars by the hundreds in the late Fifties and early Sixties.

Even more equipment earmarked for the nation's growing number of such

pools is being bought now. In fact, railroad traffic, operating and mechanical officers attribute a great deal of the pressure behind the industry's acquisition of cushioned underframes, roller bearings, sidewall fillers, bulkhead dividers and many other such devices to the steady development of "ideal cars" by more and more of the nation's top industrial shippers. The general traffic managers of these top companies have developed requirements for the bulk of cars going into today's assigned service pools by careful testing and research of their own needs in transportation and distribution.

● **Delivering an idea.** There are two pools—one just delivered and one just before delivery stage — that illustrate just how important and how complex a role this trend toward pool equipment is for shippers and railroads alike.

Procter & Gamble has just acquired about 350 cars from 16 railroads to operate the newest major freight car pool, a pool that will be very important in the manufacture and distribution of more than a billion dollars in P&G soap sales every year. A pool that is still around the corner from delivery is a 210-car group to handle traffic from the Corn Products Co. at Pekin, Ill. Corn Products has just decided upon the specifications for a group of cars that it regards as ideal for handling the traffic out of the Pekin plant.

● **Research backs up specs.** P&G's 350 cars conform to a 10-point list of specifications formulated by P&G late in 1964, after almost two years of intensive research and analysis by the firm's traffic experts and industrial engineers. The experts were after a car that would maximize both useful cube and handling characteristics for P&G's traffic mix. Accordingly, using prototypes furnished by B&O (RA, Jan. 27, 1964, p. 15), 28 cars began operating in P&G service on the B&O between Baltimore and Staten Island and on the New York Central-B&O in Cincinnati-Chicago-St. Louis service.

Careful records were kept of car loaded weight, loss and damage, loading and unloading characteristics and costs, and turnaround performance—records that compared prototype performance with regular equipment in use for the same traffic. Modifications in specifications were made as experience over almost two years indicated they should be made.

● **Request to railroads.** After P&G's experts agreed on the configuration of what they felt was an ideal car for their traffic, an estimate of how many such cars were needed was forwarded to the railroads handling P&G's considerable traffic. B&O, N&W, NYC, ACL, SP, L&N, Southern, Katy, Cotton Belt, Santa Fe, Rock Island, Frisco, MoPac, CofGa and CB&Q traffic, mechanical and purchasing officers met and thrashed out the problem of who was going to buy how much of the $7.5-million-or-so in equipment that P&G was requesting. Contributions to the P&G pool ranged from the 43 cars furnished by B&O and the 42 cars furnished by SP to the Katy's modest contribution of four cars.

'An important link'

By the end of this year the pool will be largely complete and already producing substantial benefits for P&G in terms of materials-handling efficiencies and in reduced claims. Says P&G Director of Traffic Paul Glick, "The cars we developed are proving to be an increasingly important link in our total distribution systems, enabling us to use externally the system of clamp handling (unitized but palletless) that we have helped develop in recent years."

● **What's in it for railroads?** One question that has never been settled to the satisfaction of everyone on the railroad side of such pool arrangements is: How substantial are the benefits for carriers buying the expensive cars that go into the pools? Most of the equipment going into assigned service costs between $16,000 to $20,000. The advantages of investing in this kind of equipment instead of general purpose cars that cost less is often debated in the industry. Some industry traffic officers point out that if carriers didn't go in for the pool equipment, there would be less need for general-purpose equipment because there would be less business. "There would have been some large-scale diversions of tonnage to private carriage," is one man's way of putting it. Many agree that the benefits to the railroads of such pool equipment for a shipper's use are basically competitive. "It helps rivet traffic to the rails, and it makes the shipper a partner in heavier loading, faster turnaround activity—so the railroad can make a buck on the deal, too," is another railroad man's summing up.

The pools themselves, in the view of many observers, are a reflection of the growing ability of railroads to give the customer what he wants. P&G, like many of the companies having a sizeable pool of assigned equipment, makes a determined and systematic effort to make the pool arrangement pay its way. Higher-than-average loaded weights, maximum cube utilization and substantially-better-than-average loaded trips per month are specific benefits for the 16 roads behind the $7.5-million equipment pool that is now a part of P&G's distribution apparatus.

● **Not all pools pay off.** There are, however, many pools of assigned equipment that railroaders feel are not generating enough benefit to justify the

'We hope to get a rising amount of business'

equipment investments made to form the pools. "We look around regularly—to see how our pools are perfoming. Some are chronically short of cars. Others always have cars standing around waiting for loading. The answers are pretty obvious—we've got to get them in balance," is the way one general superintendent of transportation thinks the problem can be handled.

Another railroad officer frankly says, "Buying equipment to P&G's specs was difficult, both because the cars were expensive and because we're in a bind for money that needs to go in several directions—urgently." And another traffic officer sums it up this way: "Whatever the disadvantages may be, we have to go along with this kind of arrangement. The traffic considerations are enormous. We hope to trigger a rising amount of business with this kind of equipment. The pressures on us to create and pass on savings in the form of handling economies to our customers makes the evolution of cars and pools such as those of P&G inevitable."

● **Pools are spreading.** The 350-or-so cars carrying P&G's $1 billion-or-so of soap products around in snug, clamp-handled fashion, however, comprise only one of hundreds of such pools serving individual companies from coast to coast. The food industry has thousands of 50-foot, insulated, bulkhead-equipped, sidewall filler-equipped box cars that are also frequently equipped with roller bearings, cushion underframes, plug doors and smooth, heavy-duty floors. General Foods, for example, has more than 1.500 cars in assigned service. Quaker Oats has more than 1,000 cars handling its traffic. Ralston-Purina's pool of box cars numbers more than 400 cars.

Many of these companies also have fleets of covered hoppers and tank cars either under lease or in assigned service. Many of these pools of cars were tailored to combine the maximum useable cube with maximum safety and also to provide the doorways and floors necessary for highly mechanized loading and unloading techniques. Palletized or unitized (or clamp-handled shipments in the case of P&G) shipments comprise almost all the lading in the pool box cars. Internal racks and dividers are used in some pool cars—notably the auto-parts cars—for efficient loading and unloading of lading.

By and large the shippers think the cars are performing very well. "From a claim and material-handling point of view," notes one director of traffic, "the pool cars are performing in a fashion that is almost unbelievably good." And well they might. Most of the pool cars have enormous research and investment behind them—on both the railroad and the shipper side of the matter.

● **Raising the roof.** Appliance manufacturers, by and large, have stayed with 40-foot cars because of consignee requirements and because of the easy, two-high stacking possible for major appliances.

Companies like Admiral, Amana, Carrier, Florence Stove, Hotpoint, Kelvinator, Magic Chef, Norge and Westinghouse, however, are keeping an eye on Southern Pacific's conversion of 40-foot cars into appliance cars by raising the roofs so that three-high stacking is possible. SP is also installing cushioned underframes under the cars. All these companies have poo's of assigned cars but keep an eye on posible refinements. One other development being watched by the appliance GTMs is Frigidaire's use of 50-foot cars for shipping appliances out of its Dayton, Ohio plant.

● **A new pool is born.** Even as the P&G fleet of assigned cars takes over P&G's immense distribution job, another pool passed the idea, research and analysis stage at Argo, Ill., at Corn Products Co., and became a list of specifiations submitted to railroads as requirements for more than 210 cars. Late in September, Corn Product's Director of Transportation Albert F. Remmers gave specs and requirements to carriers orginating traffic from his company's plant at Pekin, Ill. (Santa Fe, CB&Q, C&IM, C&NW, GM&O, IC, N&W, NYC, PRR, and the TP&W) and to the carriers getting his company's traffic from Pekin connections (ACY, B&O, CofGa, CNJ, C&O, D&RGW, E-L, GTW, L&N, LV, NH, SAL, Frisco, Southern and SP).

Listing the thousands of carloads of traffic originating out of Pekin from Corn Products (and the number of carloads handled by month and cumulatively for the year by each of the concerned carriers), Remmers requested that the origin carriers furnish the Pekin Corn Products pool with 161 cars and that the connecting carriers furnish 56 cars to handle the traffic.

● **Research backs request.** Remmers' request to railroads serving his company's Pekin plant was, like most such requests for pool equipment, based upon a considerable period of trial, testing and research. Said Remmers, "For almost three years we have been operating with special box cars at our Argo, Ill., plant. The cars were insulated, equipped with load dividers and side fillers, 50 feet in length, had cushion underframes, plug doors and were equipped with pallets.

"Our comprehensive control of this equipment has resulted in a national performance for our shipments of better than 1½ loaded trips per month. With the exception of a very small por-

HOW CORN PRODUCTS' NEW POOL CARS WILL LOOK

Corn Products Company Specifications—Special Box Cars, Non-Insulated
Pekin Plant

A. Cushion underframe with maximum travel (20-30" travel)
Will accept S.F.E. 18"-travel underframe presently in service.

B. Length inside—50' 6"—will accept 50' - 50' 6"
With inside—9' 2"—will accept 9' - 9' 6"
Height inside—9' 6"—clear of any obstruction

C. Door—plug type 10' 0"—10' 6" centered or staggered (centered preferred). Types of doors found acceptable at our plants—Camel or Superior Doors with offset crank arms.

D. Load Dividers (Bulkheads)
Equipco or Evans two-piece bulkhead (4 bulkheads per car).

SPECS FOR P&G'S NEW POOL CARS

Specifications for the 50' Universal Unitizer Railcar as endorsed by Procter & Gamble Co.

1. Insulated, RB-type high cube car with:
   a) interior length of 50 feet, 1 inch
   b) interior width of 9 feet, 2 inches, between retracted sidefillers
   c) interior height to eaves of 9 feet, 10 inches, or greater

2. Plug-type centered doors, 12 feet wide by at least 9 feet, 4 inches high, interior flush to car walls.

3. Effective cushion underframe device of the 20-inch sliding sill type, capable of negotiating track curvatures of 26 degrees or less. Hydra-cushion or equivalent preferred.

4. Trucks to be 70-ton capacity, preferably with roller bearings.

5. Flooring to be sufficient to handle severe usage of lift truck equipment with axle loads not less than 30,000 lb per axle. Rising nail heads from flooring cannot be tolerated. Floor installation to be impervious to moisture. If steel plates are installed, they should be perforated and must be flush.

6. Floor height above ball of track to be 48 inches or less.

7. Interior to be painted with clear, odorless, waterproof varnish.

8. Two Evans DFB one-piece bulkheads, aluminum (treated to suppress oxide rub-off) or steel, with full-length floor tracks, equipped with plugged drains.

9. Four Evans (Procter & Gamble-approved) full-wall single position sidefillers to be installed to provide stabilization and space filling for unitized loading using the wood pallet, paper pallet, or palletless (carton clamp) method.

10. A yellow guide line is to be painted on the floor 5 3/4 inches from the face of the car post on each wall to show the extension of the full-wall sidefiller. If loads are placed without touching the line, they are clear of the extended sidefillers. The lines should be continued up the end-of-car walls to assist in the placement of the first loads.
    The installation of doorway-operable full-wall sidefillers in 50-foot railcars with different doorway dimensions than the P&G specified 12-foot centered doorway, in order to achieve universal unitizing capability in these cars, would be made as follows:
    a) 10'-0" or 10'-6" centered doorway—the pair of sidefillers in one end of the car are to have a 188-inch fixed length and two individually operable 12-inch panels at the doorway end for load length adjustment, giving a total length of 212 inches; the pair of sidefillers in the other end of the car are to have a 203-inch fixed length and two individually operable 12-inch panels, giving a total length of 227 inches.
    b) 10'-6" doorway staggered 23" from car centerline (GMA spec)
    —Both pairs of sidefillers are to have a 179-inch fixed length and two individually operable 12-inch panels at the doorway end for load length adjustment, giving a total length of 203 inches.

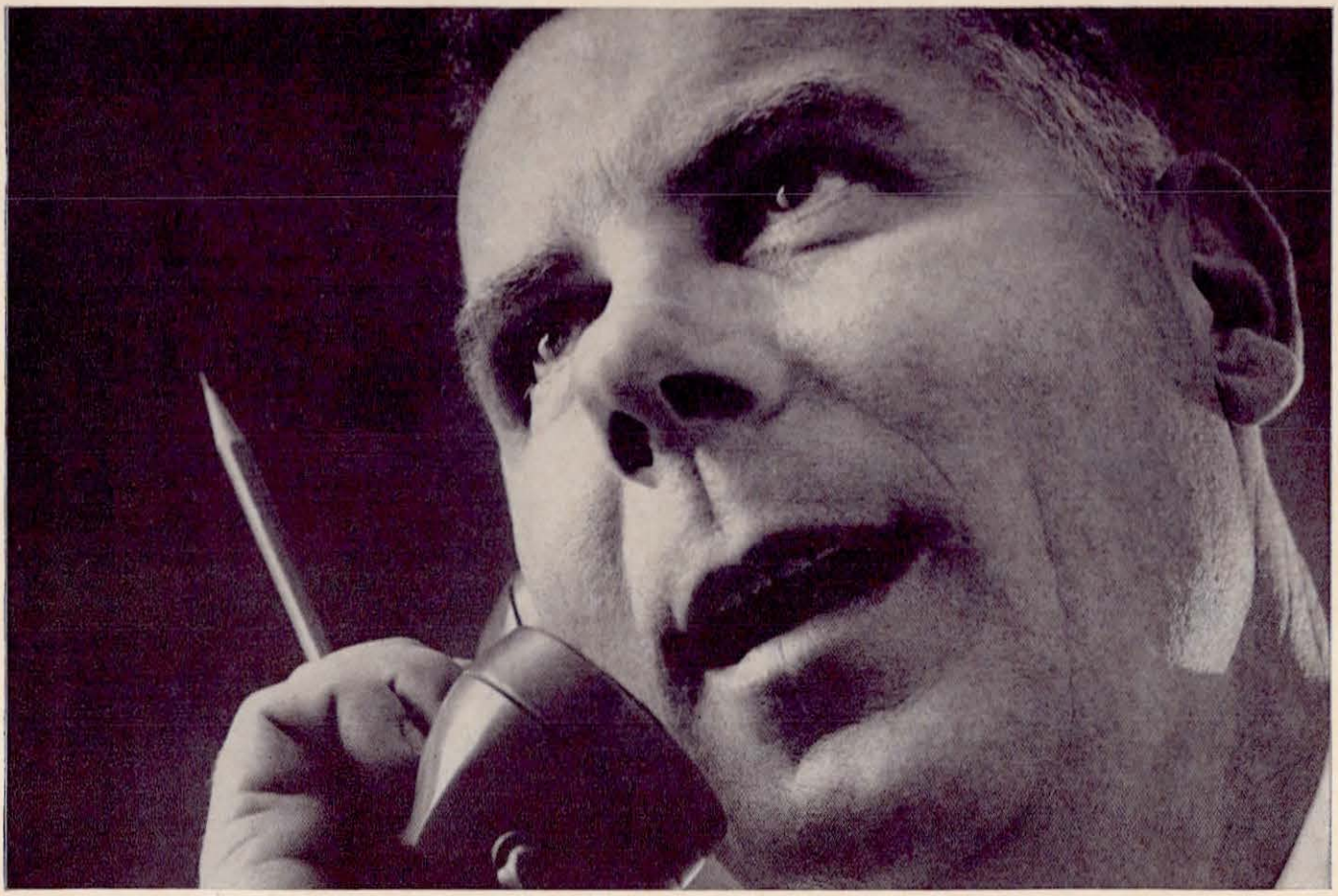
tion of the country we have expanded our palletized shipping program to a national basis. Slightly in excess of 60% of our customers are receiving palletized shipments and the number grows every month. Our damage experience has dropped to a very low figure and our weight per car has been steadily climbing.

"By the end of November we plan to have the equipment records placed upon a computer program to assist in the tracing and expediting of the equipment, all directed toward further improving utilization. Our comprehensive control of the equipment will not involve burdening the carriers with the need to provide junction reports on equipment movements."

Having put the railroad benefits from the equipment and pool he was requesting in a proper light, Remmers noted, "The foregoing is intended to establish the very positive reaction that has resulted from our utilization of the specialized box car. We now plan to offer to our industrial customers who get bag sugar and bag starch unitized delivery of merchandise on pallets from our Pekin plant. In order to effectively establish that program it will be necessary to have available equipment that will offer the required protection to the unit loads in transit. The equipment need not be comparable to the cars in our Argo service as we will only require a 50-foot car with load dividers and cushioning devices. Insulation will not be required. Since bag unit loads are uniform in size we will not require side fillers. . . . The pallet program can be initiated only after the equipment becomes available and it would be very much appreciated if you could furnish us with advice indicating when we might expect to receive cars into our service," Remmers told the concerned railroads.

● **Bigger, more specialization.** Two things seem obvious: Pool arrangements are apt to become more widespread as shippers are able to adapt rapidly improving railroad equipment technology into configurations that best suit their particular shipping requirement. With the more widespread use of pooled equipment, there is good reason to suspect that there will be a rapidly improving competitive edge accruing to the railroads because of their built-in partnership with shippers as railroad equipment literally becomes part of the customer's distribution system. With railroad average ton-mile revenues holding steady and truck ton-mile average revenue mounting sharply in recent years, some traffic experts think the pool equipment may very well be the most important single weapon in the railroad arsenal in the competitive fight with trucks and private carriage. ■

"That's right...Seaboard is putting another 13 million dollars into new freight cars!"

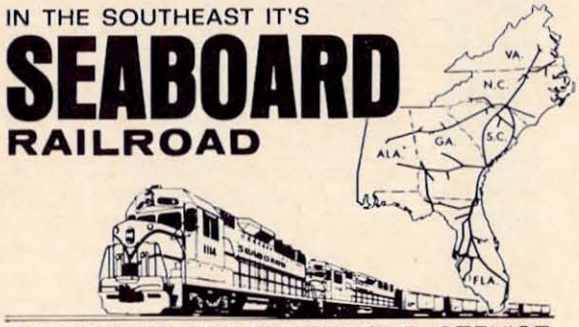


More good news for Seaboard shippers—600 additional jumbo size covered hopper cars for phosphate rock products, another 300 woodrack cars and 100 more woodchip cars will go into service early next spring.

Providing both the quantity and kinds of equipment to meet shipper needs is a prime function of Seaboard freight sales representatives. Let our local man give you the full story. He'll tell you why it always pays to "Seaboard it."

IN THE SOUTHEAST IT'S

SEABOARD
RAILROAD



THE ROUTE OF COURTEOUS SERVICE

Circle 21 on reader service card

NITL sees need for more freight cars

The National Industrial Traffic League wants more freight cars. It wants, also, improved rules governing car utilization. It plans to present a strong statement setting forth the urgent need for both to the Interstate Commerce Commission during the pending Ex Parte 241 investigation.

Approval, in principle, of such a statement was, from the railroad standpoint, the most important result of the League's 1965 annual meeting, held at New Orleans Nov. 18-19. Other actions covered such varied matters as TOFC and containerization, car cleaning, car weighing, competitive rate-making, tariff simplification, express service, Section 22 rates, and the streamlining of traffic paperwork.

League members also heard an address by ICC Chairman Charles A. Webb; and, in a departure from long-standing practice, devoted a major part of one of their business sessions to a forum on "Physical Distribution."

● **Need for cars.** The freight car situation was the principal subject of reports by the League's Special Committee on Ex Parte 241 and its standing Committee on Transportation Instrumentalities and Car Service. It was the former group, headed by F. L. Merwin, general traffic manager, American Smelting & Refining Co., which proposed, and won approval of, the statement to be submitted to the ICC in Ex Parte 241—the investigation instituted by the Commission in December 1963 to study adequacy of railroad car ownership, utilization, distribution, rules and practices.

"Admittedly," the special committee said in its report, "the size of a satisfactory car fleet and the causes of car shortages are an intricate problem. We all have wrestled with it for years. The League recognizes that it is not the carriers' fault alone that we are where we are today. Government and the shipping public also have responsibilities."

It found, nevertheless, that:

—The present railroad-owned car fleet is inadequate to meet the needs of commerce and national defense.

—Estimated growth of the economy during the next few years compels immediate initiation of a massive car-building program.

—Lack of such a centralized, long-range, carrier-oriented plan to meet car requ rements "can no longer be tolerated."

—Carrier rules and practices intended to alleviate equipment shortages place an unfair burden on shippers.

—Carrier self-policing rules designed to reduce car shortages are not effective, and do not increase the car fleet.

—Unless something can be accomplished quickly to resolve the car shortage problem, the country may be faced with a "national calamity" within the comparatively near future.

● **Statement.** These findings, in turn, led the committee to propose submission to the ICC, prior to March 1, 1966, of a statement outlining the League's views on car supply. This statement, as approved by League members subject to final rewording by officers and counsel, will propose in effect that the ICC:

1) Find present railway car ownership inadequate.

2) Order Class I carriers to prepare and submit car building plans for the five-year periods 1966-70 and 1971-75.

3) Require such carriers to make annual reports, beginning April 15, 1967, outlining the previous year's car acquisitions and the extent to which they are meeting the goals set forth under (2).

4) Establish rules governing ownership needs for all Class I railroads.

5) Establish rules governing retirement of freight cars, to insure that such retirements are not contrary to public interest. [It was suggested, for example, that retirements should be prohibited if cars concerned are required by other railroads.]

6) Establish rules providing for maximum utilization of cars when and if the Commission considers the railways' own rules to be ineffective.

The final statement will probably suggest that rules recommended in (4), (5) and (6) be held in abeyance for as much as two years after promulgation, to give Class I railroads an opportunity to establish comparable rules of their own on a voluntary basis.

Also proposed for inclusion was a recommendation that cars already owned by government departments be used so far as possible for shipments of government freight, to the extent that government movements place an undue drain on the railroad-owned car fleet.

The committee concluded its report with recognition of the fact that the recommendations of its proposed statement "may have far-reaching consequences, and may set new ground rules. But the present condition of car ownership and car utilization require such action" in the light of "economic losses resulting from present practices which drain the country's vigor, and national and world commitments which call for a sound, energetic, dynamic approach."

● **Echo.** The report of the Transportation Instrumentalities and Car Service Committee largely echoed that of the special Ex Parte 241 group—except that the standing TI&CS body abstained from any recommendation pending the ICC's decision in the 241 case.

The TI&CS Committee (C. J. Harriss, vice president—traffic, Continental Grain Co., chairman) did, however, say in its report that " 'solution' activities, which have been going on for a quarter of a century and more, have thus far borne very little fruit."

It expressed the opinion that "there will never be enough equipment to completely satisfy needs during peak periods of demand. We think it impractical to suggest that the carriers, as a group, maintain huge fleets of idle cars half the time, merely to meet sporadic demands. We believe League policy, and public opinion, prohibit the federal government from owning and operating rail equipment."

● **Railroads at fault?** The same committee went on, however, to lay much of the blame for car shortages squarely at the railroads' door, in its statement that:

"It is the feeling of this committee that railroads are a contributing cause of the car fleet being inadequate, by reason of poor and erratic service through terminals, and also because of increases in transit times through reduction [in number] of over-the-road services."

The similarity in thinking between the two committees considering car supply assumes added significance as a reflection of shipper opinion from the fact that only three men, out of a total combined membership of 69, served on both groups.

● **Other actions.** In other actions related to rail transportation, the League voted:

—To "vigorously pursue" with railroads the feasibility of removing restrictions on the maximum amount of a single commodity that can be carried in a trailer under TOFC Plans 2½, 3 or 4.

—To participate, through its Export and Import Traffic Committee, in meetings of the National Facilitation Committee's Working Party on International Container Facilitation.

—To "stand ready to assist the rail-

roads in solving the 'clean car' problem."

—To approve an AAR proposal for weighing cars in two drafts when the length of a car exceeds the length of a scale, or where the gross weight of a car exceeds the capacity of the scale.

—To reaffirm its policy on carrier rate-making, "with particular emphasis on rate controversies between railroads and intercoastal and coastwise water carriers, to assure publication of just and reasonable rates which reflect the inherent advantages of each mode of transportation." Unless such a policy is adopted and enforced, said the underlying committee report, "we are faced with the possibility of elimination of water carriers in intercoastal and coastwise service."

—To continue efforts toward tariff simplification and uniformity.

—To seek an arrangement with railroads "whereby we will be given sufficient advance information as provided for in 5a rate agreements of any changes in rate items that relate to changes in free time" (demurrage).

—To endorse legislation currently before Congress (S. 2714) to repeal Section 22 of the Interstate Commerce Act except for use during wartime emergency—"such endorsement to take the form of an active statement of position to cognizant Congressional committees so that such legislation may be expeditiously progressed to enactment." [Section 22 allows carriers to make reduced rates on government traffic—or, as a League committee phrased it, "legally permits overt discrimination in favor of government shipments, and prejudice to industrial traffic."]

—To "pursue actively with REA Express, on a continuing basis, specific areas of complaint, and inform the membership from time to time of progress made or plans being developed by REA for early improvement, particularly relating to door-to-door performance."

—To adopt the standard Point Location Code, recommend its use by carriers of all modes, and acknowledge efforts of the AAR and other carrier and government organizations in establishment of the Code.

● **Streamlining.** That last action was based on the report of a subcommittee (A. J. Fenaroli, Union Carbide Corp., chairman) of the League's Executive Committee, which is charged with studying the streamlining of industrial traffic department activities and record-making procedures.

This subcommittee stated that, with the cooperation of Western Electric Co., it has set up a special Data Processing Task Force, composed of traffic men and systems men from each of 11 major corporations, all NITL members.

Objective of this force is "to identify those areas of tariff modernization, simplification and application which have a direct relationship to the application of data processing techniques to the rating and routing of freight movements." Its function will be "to make specific recommendations to the Streamlining Subcommittee of the NITL for action to be taken in those areas which have been identified as having a direct relationship to the application of data processing techniques."

The subcommittee further reported that "experts tell us computerized freight rates can be a reality within the next five years—and by that we mean the use of computers to, first, store our present tariffs in reconstructed formats, and, second, to seek out the applicable freight rate and charge on a given shipment between two points via a given mode of transportation."

● **Word from Webb.** "You," ICC Chairman Webb told NITL members at their annual luncheon, "have the right to insist that the Commission's decisions be bottomed on definite legal standards. Your corresponding responsibility is to aid the Commission in ascertaining the pertinent facts in particular controversies, in applying the law to those facts, and in stating clearly as possible the reasons underlying its conclusions. The NITL is ably discharging this responsibility. We do not always agree with you. Nevertheless, views of the League have special weight because your organization most nearly represents the broad public interest which Commission regulation is designed to promote."

Chairman Webb categorically denied knowledge of "what, if any, legislation may be proposed by the Administration or by the Commission to achieve equality of regulation." But he suggested that, as a result of hearings in earlier Congresses, "we should at least be able to identify the pitfalls in any such legislative effort. For example, I think everyone should recognize that it is impractical and undesirable to split the Commission's rate-making authority by delegating part of it to the Department of Justice and scores of federal district courts. And certainly any legislation that is proposed should reflect a clear understanding of the purpose and effect of Section 5a. Any action which undermines 5a must be regarded as contrary to the public interest—but the League and the Commission have a joint responsibility to improve 5a procedures."

Webb also suggested modification of Section 22, without, however, going quite as far as the League would apparently like. Some "compromise solution" may be in order, he suggested, since "we have not yet reached the first legislative base in requiring federal, state and local governments to pay the full applicable commercial rates for transportation of property."

The right to conduct bona fide private carriage [which the NITL strongly supports] is accompanied, he warned, "by a duty to combat illegal trucking operations conducted under the guise of private carriage."

And [though he spoke before the League took its action on car supply, reported above] he said bluntly that "you have a responsibility to propose some constructive solution, if you recognize that the freight car shortage is becoming progressively more critical. The railroad industry has a similar obligation."

● **Physical distribution.** The League's panel on that subject was moderated by O. H. Miller, director of traffic and distribution services, Scott Paper Co., assisted by V. D. Lovestrand, director of transportation, Green Giant Co.; H. T. Reed, director of transportation, Line Material Industries, McGraw-Edison Co.; and B. J. Riggs, general traffic manager, Behr-Manning Co., Division of Norton Co. It was opened, and featured, by talks by Maj.-Gen. E. C. R. Lasher, president, North American Car Corp., and Dr. D. J. Bowersox, vice president and general manager, E. F. MacDonald Stamp Co.

Goods distribution, Gen. Lasher told his NITL audience, is reportedly "the least efficient sector of the world economy. You represent one of the professions which is to an extent responsible that distribution is inefficient. More importantly, you represent a group that individually and collectively is in the best position to do something about it.

"But 'doing something' will not be easy. First comes the will to do something. Second, you must define your goals, and have a good general understanding of how to attain them. Third, you must have a plan, with long- and short-term objectives, both with completion dates targeted."

● **'Wheel spinning.'** Physical distribution, said Dr. Bowersox, is "semimature, and accepted as an integral part of American industry. But we are still spinning our wheels in three areas.

"We haven't yet begun really to think about what sort of organization we need. We are spending too much time trying to defend the status quo of traffic management in a field that isn't static—and meantime not enough good people are going into business, and not enough of those who do are going into transportation. And we tend to forget that our vastly improved techniques and tools for mathematically analyzing problems are no substitute for good management." ■

Forecast: Very good rail weather ahead

The railroad industry is closing the books on a record freight traffic year. And next year promises to be every bit as good.

Railroads, suppliers and financial analysts have taken another look over the horizon toward 1966 and have come away in full agreement that next year will be a big one for the industry.

The railroad outlook for 1966, said AAR President Daniel P. Loomis, is subject to the same major influence as was 1965—continuing national prosperity and a growing economy. In such an economic climate, Loomis added, "railroadmen are confident that their resurgent industry will continue its growth of traffic and service."

And at the Railway Progress Institute's annual industry outlook conference in Chicago, the consensus of a panel of four top financial analysts was this:

The coming new year is likely to be as much of an improvement from 1965 for railroads and their suppliers as 1965 has been from 1964—if the roads are careful not to exhaust their sources of credit in capital-expenditure programs.

● **Some qualifications cited.** While looking forward to a good new year, Loomis said that the rate of progress in 1966 "will depend heavily on developments in the vital field of public transportation policy—on government's meeting long-standing needs for equality in its treatment of all transport modes."

He cited as "signs of progress" in this area President Johnson's calls in his 1965 State-of-the-Union and Budget Messages for greater reliance on competition in transportation; his May 17 message to Congress urging new or increased road, waterway and air user charges to help pay for government-financed transport facilities; current Administration studies; and recent Presidential statements that transportation will be among major domestic issues to be taken up in the next sesion of Congress.

Prospects for 1966 and beyond also depend in significant degree on progress in the railroad merger movement, Loomis said. He pointed out that more than 20 Class I railroads are now engaged in some form of merger effort, and described the move as "a basic instrument for streamlining a 135-year-old industry to enable it to meet with greater efficiency the all-pervasive competition of today and the future."

In looking back over the industry's performance in 1965, Loomis proudly reported that the railroads are rolling toward a postwar record freight traffic year—an estimated 690 billion ton miles. Such a total would be the best freight traffic performance since 1944 and the fourth consecutive year in which freight traffic has shown an increase.

As opposed to the depressed year of 1961, 1965 would go on the record books with freight traffic figures 23% ahead of the four-years-ago total.

● **Signs of the times.** Loomis listed these tentative indicators of how the industry did in 1965 as compared with 1964:

- 29.5 million carloadings—an increase of about 1% in loadings of ever-higher-capacity freight cars.
- 17 billion passenger-miles of rail travel volume—down 5%.
- $10 billion in total operating revenues—up 3%.
- About $925 million in net earnings from railroad operations—up 14%.
- A 3.5% rate of return on net investment—up from 3.2%.
- Approximately $775 million in net income after adding non-operating income and deducting fixed charges—up 12%.

RPI's Chicago session

RPI panel members, all of Chicago, were Frank C. Rathje, Jr., vice president, Continental Illinois National Bank & Trust Co.; Robert N. Hampton, Assistant vice president, First National Bank of Chicago; Howard C. Morton, partner, McMaster Hutchinson & Co., and Robert T. Mackin of Salomon Brothers & Hutzler.

In their opening statements, each of the four panel members approached railroad industry prospects from a different angle. Rathje reviewed the pace of U.S. business generally and applied the resultant economic outlook to railroads; Hampton stressed the importance of increasingly sophisticated technology in the railroads' future; Morton emphasized the roles of management, the ICC and the merger movement, and Mackin viewed the nation's money market as railroads will encounter it in the months ahead.

● **Railroads race the economy.** Spurred by inventory buildups, consumer expenditures, a rising level of capital investment and increasing U.S. spending due to the Viet Nam war, gross national product in 1965 probably will rise 6½% above that of 1964, with another 5½% increase in the cards for 1966, Rathje said. Industrial productiion in 1966 also will rise, by some 1½%, he said. Intercity ton-miles, though, will probably outpace the projected increases in GNP and industrial production next year, with the over-all result that "railroads will capture a further share of total transportation . . . and, therefore, will move ahead at a greater rate than the economy generally."

The momentum of railroad technological progress is increasing, Hampton said. Not only are specialized cars more commonplace, but the know-how acquired in building them is paying dividends in "a whole new second generation of super-cars—super not only in size but also in commodity-handling characteristics," he said.

● **All pluses, no minuses?** Capital spending by railroads in 1966, combined with the development of marketing philosophies to maximize utilization of the new equipment and a favorable rate structure, will produce "another good year for the railroad industry," Hampton concluded. "Frankly, I don't see much in the way of minuses."

Four things bode well for railroads in 1966, Morton said: "Young, adventuresome, articulate managements; the change of heart by the ICC, giving the railroads greater competitive freedom; the increasing application of computer technologies to railroad tasks, and the continuing trend to inter-railroad mergers." All four will act in 1966 to "produce an extremely bright future" for the industry, he said.

"To buy equipment," Mackin said, "you have to pay for it. To the railroads, as to any industry with this size investment program, this means borrowing money . . . With three heavy borrowing years back-to-back, many railroad investors may find it difficult to justify added investment."

Leasing, too, will take on added luster for railroads which have exhausted their capital-spending credit resources, Mackin said. But, he noted, "I hope this does not make the financing job sound too difficult . . . I just want to point out that I think money will cost a bit more, at least into early 1966." ■

1) Do you feel that railroads—generally, and probably with numerous exceptions—are uninterested in or unaware of shippers' problems?

Yes, i.e., there is a lack of interest or awareness 27
No, i.e., railroads generally are interested in and aware of shipping problems 45

2) If you feel there is a noticeable lack of interest or awareness (i.e., if you answer "Yes" to Question 1) where do you think that lack is most evident?

In sales forces 14
In the operating department 23
Among freight claim, or claim prevention, personnel 6

Do railroads know shippers' problems?

Most do, Poll respondents say, but action to correct them is too often lost in delay, complexity, or lack of communication.

About three out of five shippers responding to a fairly evenly divided Poll give railroads—generally—credit for being interested in and/or aware of shipper problems. A goodly number of these say interest and awareness are increasing, particularly among the "new breed of go-getting railway men."

Roughly 40% of the men answering the Poll feel, on the other hand, that there is—again, generally—a definite lack of interest or awareness, particularly where small shippers are concerned.

And men on both sides of Question 1 feel that corrective action based on interest or knowledge is too often defeated by complexity, delay, lack of communication, subordination of service to operating economy, or sheer indifference.

● **Situation is improving.** "Had I received this five years ago," says E. M. Burk, traffic manager, Wyatt Industries, Houston, "I would have checked without hesitation box 'Yes' under Question 1. In that time, however, I feel there has been a definite trend for railroads to make themselves more aware of and sympathetic to problems of the shipping public. There are, of course, exceptions, but I feel these must either change or go under."

"In a majority of cases, railroad personnel are a new breed of go-getters," agrees E. J. Hooper, TM, Harrison (N.J.) operation of General Motors' New Departure Hyatt Bearings Division. D. H. Wetzel, general traffic manager, American Olean Tile Co., Lansdale, Pa., makes about the same point: "Most interest is generated by younger sales personnel, whereas older ones generally adhere to the idea that the only way to ship is via rail." "Railroad interest is improving," concurs T. E. Nicks, director of traffic, Continental Oil Co., Ponca City, Okla.—through he adds that it is not yet equal to that displayed by small truck lines.

"Railroads can't afford not to be interested," declares R. H. Heilman, director of transportatioin, A. O. Smith Corp., Milwaukee. "If our requests to them are reasonable, we get efficient cooperation. Sometimes, of course, there are traditional barriers to the mutual solving of a shipping problem, but usually a satisfactory compromise can be made that results in beneficial returns to both parties."

● **The other side.** Not all respondents, however, share those views. R. A Smith, manager of the Greater Miami Traffic Association, feels "there is much room for improvement."

J. L. Bergen, TM, Uncle Ben's, Inc., Houston, though conceding "a present trend from a negative attitude to a more positive approach," finds "a lack of interest or awareness." And his fellow townsman, Continental Grain Co. Consultant E. E. Wyatt, thinks there is at least "a lack of interest in consequences of railroad actions, or lack of proper consideration of the results of extreme proposals submitted by traffic and operating departments." As an example, he cites "the extreme displeasure freely expressed by large shippers" concerning such ideas as the suggested $25 penalty charge for failure to release cars in clean condition.

● **'Too much delay.'** Even where interest and awareness of shipper problems exist they do not always produce corrective action, many respondents point out.

"Often, carrier representatives relate the story to supervisors, but slowness to decide and act by top management prevails," says A. M. Cloninger, director of transportation, Great Northern Paper Co., New York.

H. J. Rogers, director of traffic for Heublein, Inc., Hartford, Conn., makes much the same statement. "Railroads are generally interested in shipper problems," he writes, "but many times there is too much 'buck passing' which results in much wasted time before jurisdiction and culprit are located. Even then it isn't certain whether corrective steps are taken until the 'buck' reaches the upper official family. All inconsistent handlings should be matters for the front office to investigate and correct. Transportation is service, and many officials lose sight of this fact."

In much the same vein, G. W. Langstom, GTM, Crane Canada, Ltd., writes from Montreal that "Canadian railroads generally are interested in shippers' problems, but in many cases are not fully aware of the complete problem. Being interested is not enough in itself. A precise plan to attack the problem to a conclusion is needed, and would have beneficial results for all concerned."

● **Better communication needed.** Key to the situations mentioned by Cloninger, Rogers and Langston may lie, other respondents suggest, in poor communication, both between shippers and railroads and within the railroads' own organizations.

Inadequate external communications is the subject of a comment from E. F. Lodge, Jr., director of traffic for Atlas Chemical Industries, Wilmington, Del., who believes, basically, that "carriers are interested in shipper problems. Any

(Continued on page 42A)

Circle 22 on reader service card ►

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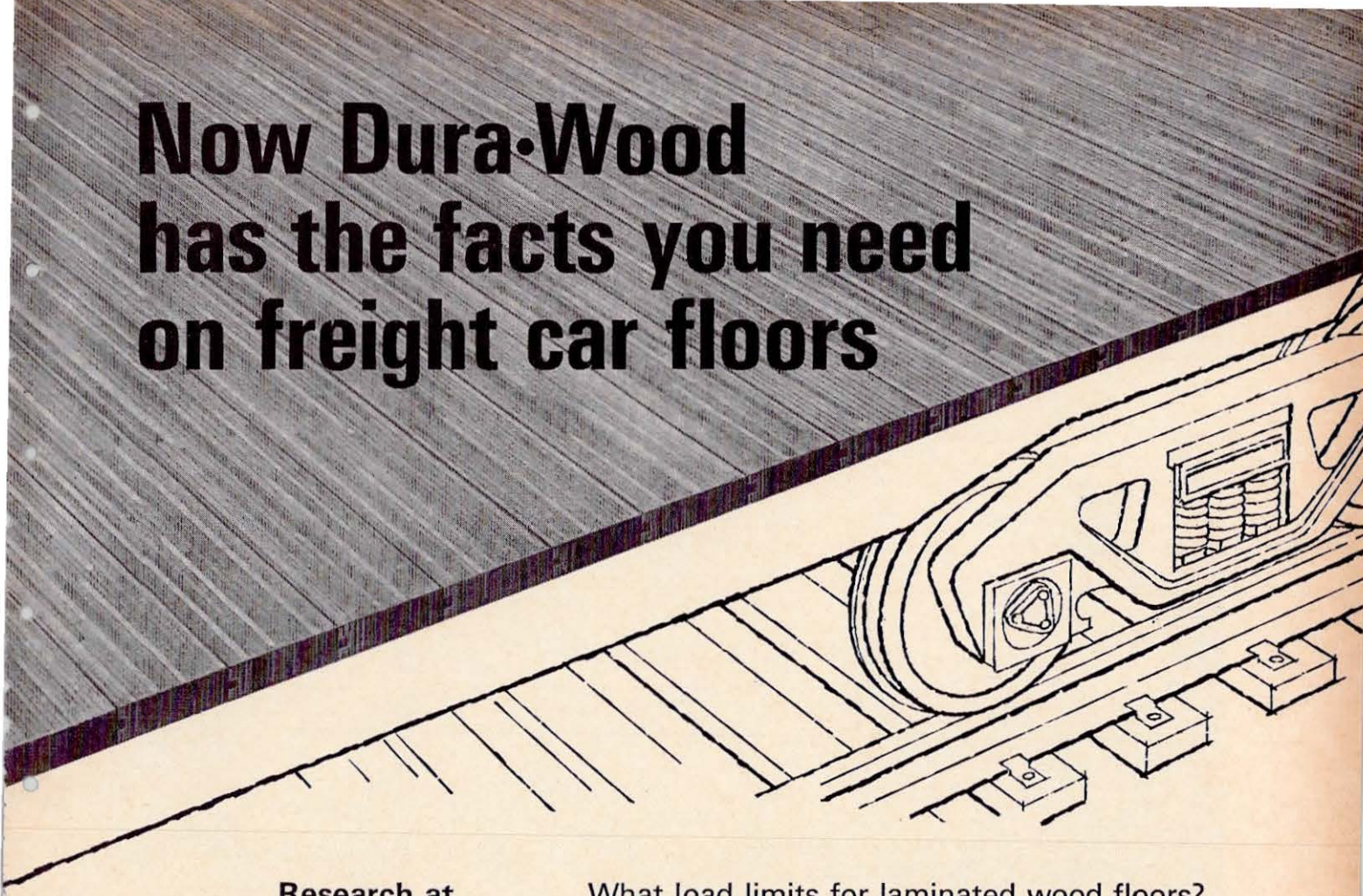

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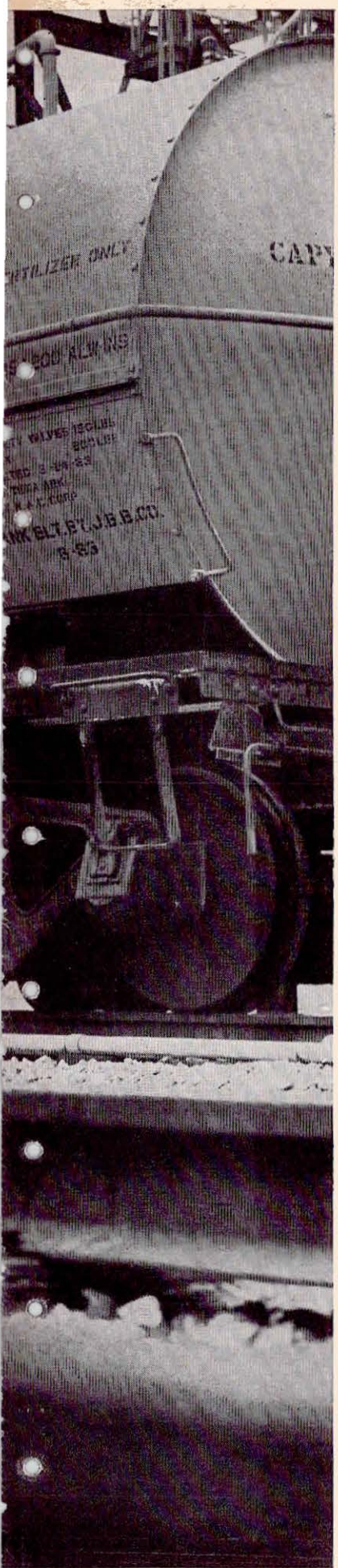

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Aluminum is not the only metal that can handle corrosives without corroding. But it is the one metal that combines this ability with some others that are most important in tank cars . . . high strength-to-weight ratio and lower cost, to name two.

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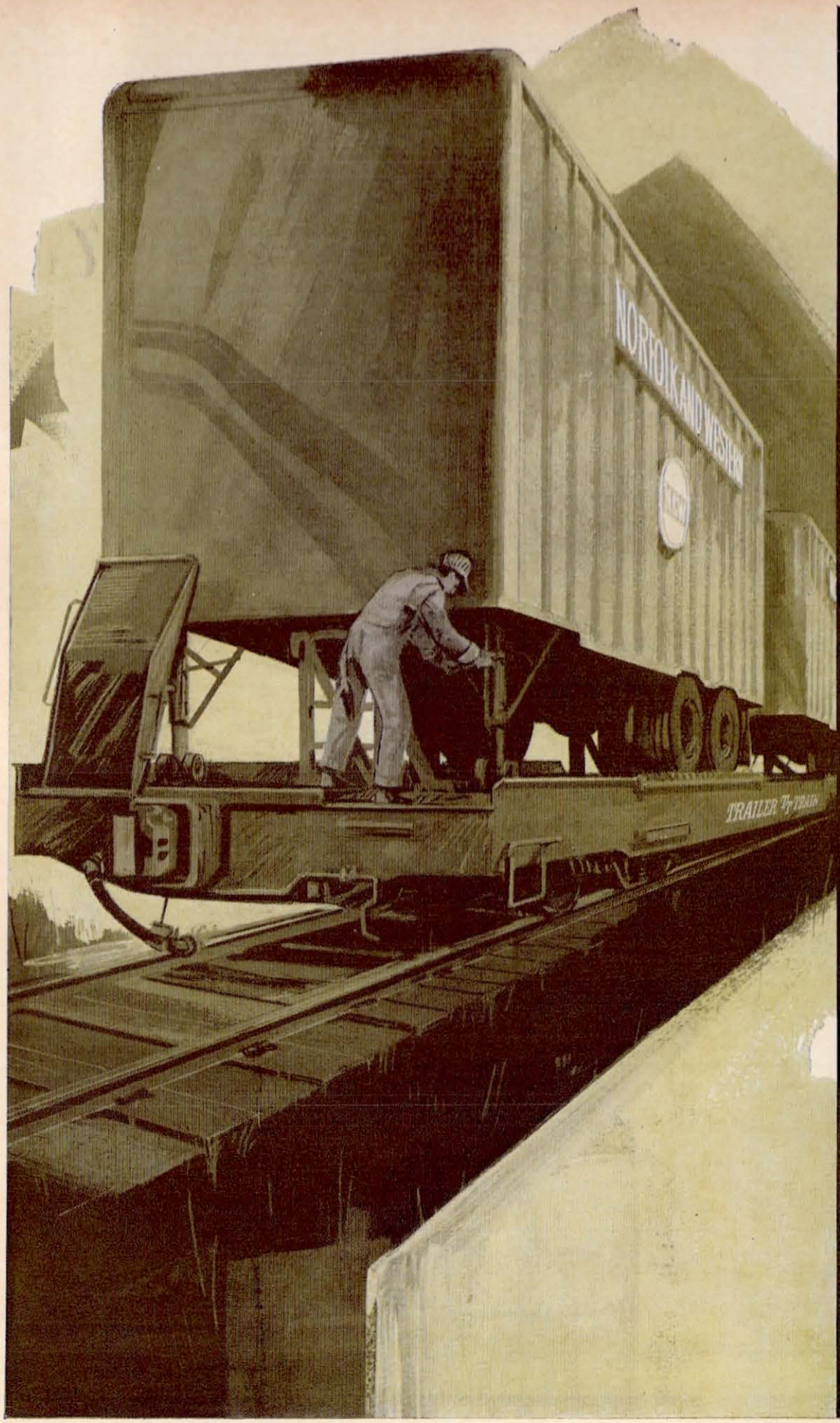

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Cleveland, Ohio
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Columbus, Ohio
Conneaut, Ohio
Council Bluffs, Iowa
Danville, Ill.
Decatur, Ill.
Des Moines, Iowa
Detroit, Mich.
Durham, N. C.
Erie, Pa.
Ft. Wayne, Ind.
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Portsmouth, Ohio
Quincy, Ill.
Roanoke, Va.
Rook (Pittsburgh), Pa.
E. St. Louis, Ill.
St. Louis, Mo.
South Bend, Ind.
South Boston, Va.
Streator, Ill.
Suffolk, Va.
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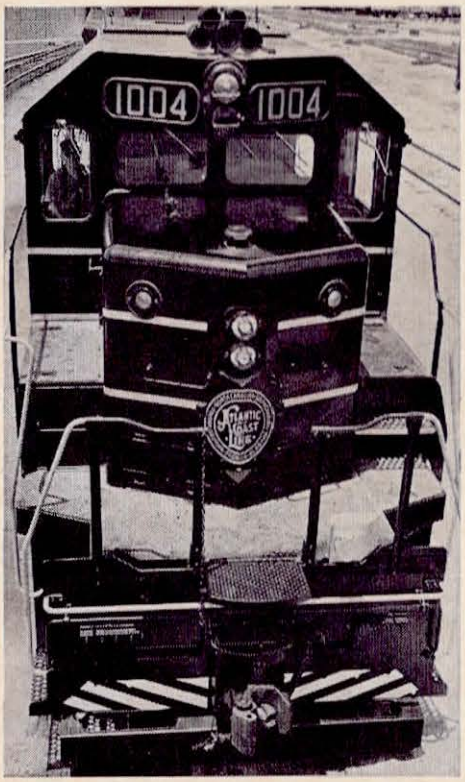

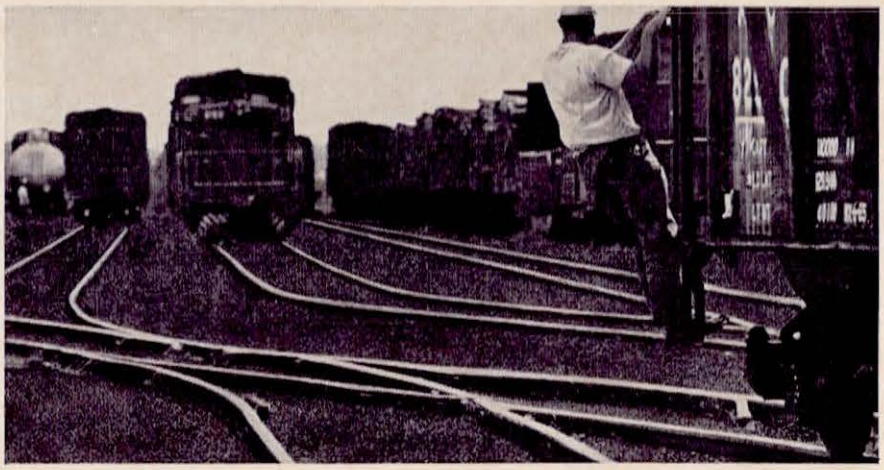

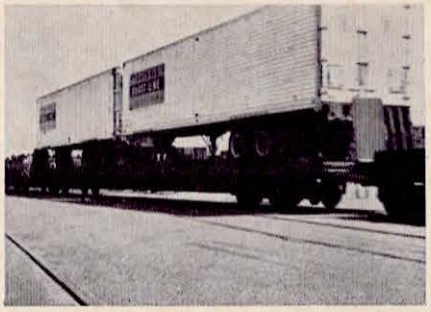

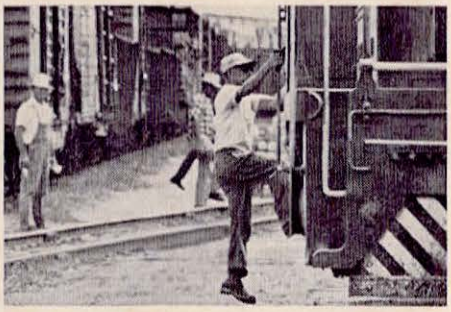

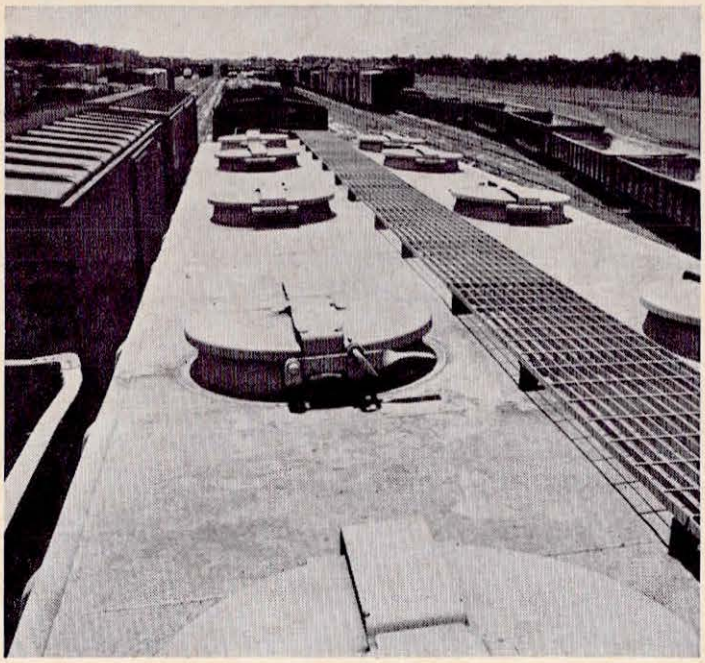

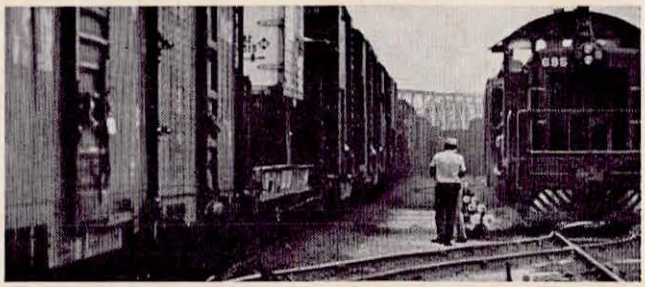

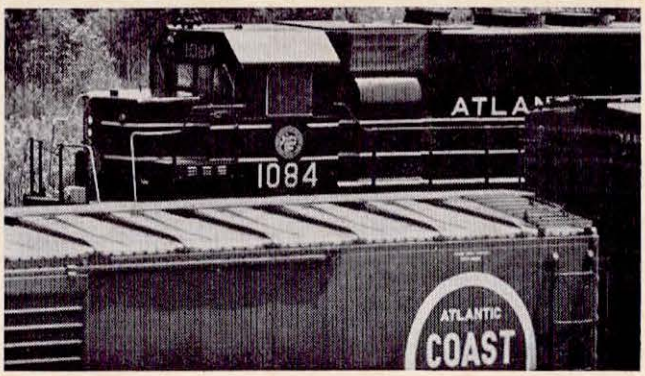

Circle 25 on reader service card

'Operating economy gets preference'

(Continued from page 36)

failure to solve or assist the shipper in solving his problems can be attributed to lack of communication. A carrier should, in any well-managed company, be considered a continuation of the shipper's distribution system, and as such represents a major element in achievement of the distribution objective of satisfactory product delivery.

"It therefore becomes incumbent upon the shipper to advise and consult with carrier personnel as to how this objective can best be reached to the mutual satisfaction of shipper, carrier and customer. Too often shippers 'solve' problems by changing routings. In many cases, such action not only magnifies the original problem but often results in unexpected additional problems.

"In summary, if the carrier is rightfully an extension of the shipper's distribution organization, then he should be treated as such, and communicated with fully, in order that he may contribute his facilities and know-how."

The question of communication is raised also by R. H. Rutledge, TM, Olympia Brewing Co., Olympia, Wash. "If there is proper communication between shipper and carrier, the latter should be aware of the former's problem." But many times, he adds, "these problems are so complex, viz., car supply, transit time, that they cannot be solved overnight. It is only natural for those shippers constantly bothered by these problems to feel that railroads are uninterested in them."

As to internal communication, D. L. Koerber, executive secretary, Coal Traffic Bureau, Pittsburgh, thinks that, "too often, the right hand is not aware of what the left is doing. For example, rail operating people who for years have been working with shippers to minimize the 'dirty car' problem were not aware of the proposal to assess a car cleaning charge until after the proposal had been publicly docketed."

Too often, also, says a shipper who prefers to remain anonymous, "railroads lack uniformity, with respect to their many departments or divisions, in presenting a common front on shipper requirements."

Lack of proper communication is implied by another respondent who asks not to be quoted by name, but who writes that "from an over-all standpoint carriers are certainly interested. From time to time, however, individual situations arise where (on the part of claims and operating departments) there seems an unawareness of shipper problems. This is not necessarily disinterest, but primarily lack of knowledge of the shipper, his tonnage, his importance to the carrier, his competitive situation as to other modes of transport. If sales people would get this information to other departments it would help."

Lack of detailed knowledge may also be behind the comment of P. F. Haworth, TM, Fred Rueping Leather Co., Fond du Lac, Wis.: "There are times when railroads establish general policies and apply them to all freight without checking with shippers as to whether or not these policies are applicable in all cases. It is very difficult to get relief from them when they impose a hardship or burden."

● **Where the trouble lies.** Some respondents attribute directly to top management of the railways any prevailing lack of interest in shipper problems—or any failure to act on such problems.

Bergen, quoted above, believes that "many times, the sales organization is under pressure to secure more tonnage. Objections or problems of shippers, when considering facilities and rates, are either not communicated to top management, or are discounted if communicated."

T. L. Lundeen, TM, Youngstown Steel Door Co., Youngstown, Ohio, shares that general view. Sales, operating and claim personnel, he says, "are well aware of our needs and seem interested in our problems, but are hamstrung by management. Costs seem to be paramount in top management thinking. Service or customer relationship is secondary. Requests for special moves on rush material, or service on weekends, usually must be handled at a higher level of management than is normal in other industry." L. F. VanKleeck, TM, Brown Co., Berlin, N.H., suggests that railroads "have neglected to take into consideration the needs of their customers, and the customers' competition."

● **Operating.** Aside from these few criticisms of top management, operating departments draw the strongest shipper fire, as the tabulated Poll replies clearly show.

Such departments of some railways show an apparent lack of understanding of the shipper's need for prompt and efficient service, says H. J. Ringrose, GTM, Hiram Walker & Sons, Ltd., Walkerville, Ont. "Too frequently cars are routed to give a particular company the longest possible haul rather than provide the best possible service."

W. K. Cabot, GTM, Johnson, & Johnson, New Brunswick, N.J., feels that "sales and traffic departments are more concerned than operating departments. Transit time is too irregular, and car locating during transit leaves much to be desired."

"Problems arise," thinks E. F. Majeske, GTM, Swift & Co., Chicago, "from decisions to change schedules, limit overtime, reduce power, and other

'Bug-a-boo'

"You have asked a double-barreled question.

"The average salesman of railroad freight service is probably keenly interested in the shipper's transportation problems, but he is not keenly aware of them. He doesn't know what the trend is in handling certain products by rail—let alone by other modes of transportation, including private carriage. This doesn't mean at all that middle and top management in the operating and traffic sales, service and rate fields don't know what's going on. They do. When talking to these people in the general offices of railroads, I am deeply impressed by their knowledge and perception of industrial traffic problems involving all forms of transportation.

"What industrial traffic people and the railroads are interested in and aware of today really is basic transportation economics — or, call it physical distribution, total distribution or business logistics. You can scarcely say that railroads are not interested in or aware of shippers' problems when you read Railway Age . . . and other leading trade magazines. The bug-a-boo is communication. It takes too long for ideas to filter down from management to the men who actually call on industrial traffic departments.

"The 'new breed' of railroad people are definitely interested in shippers' problems, and I am sure they will be more aware of them as time goes on."

Lee K. Mathews
General Traffic Manager,
Missouri Portland Cement Co.,
St. Louis

'Shippers themselves have a part to play'

things that promise economies without fully determining the effect on certain shipments that must arrive on schedule."

"There is still much evidence on most railroads that sales forces are subordinate to, and subject to the dictates of, operating departments," says G. C. Weatherall, GTM, Northrup King & Co., Minneapolis.

Somewhat the same ideas are advanced by M. D. Dyer, manager, Traffic & Transportation Department, Little Rock (Ark.) Chamber of Commerce. "Possibly," Dyer writes, "It is not a total lack of interest or awareness, but rather the subjection of the shipper's interest in favor of railroad operating economies. The stress of the profit motive makes big tonnage movements more attractive and easier to accommodate than freight movements generally. Efficiency in operating . . . has disrupted regularity of service patterns. Time in transit has become a greater variable, placing a greater burden on the rail-oriented smaller producer."

Even more severe criticism is levelled at operating departments by other respondents, in such comments as "with many exceptions, they frequently alibi to cover their lack of efficiency or lack of a real desire to serve shippers properly" and "they have always been complacent. I sometimes feel they could not be less concerned as to the origin of rail tonnage."

• **Employees at fault?** Still other respondents suggest that the real fault lies more with rank-and-file employees than with supervisory forces.

"Operating employees generally indicate they are interested only in benefits of union rules," says G. E. Roeder, TM, Portland, Ore., Produce Merchants Association. "The lack of interest," concurs J. C. Anderson, of Planters Mfg. Co., Portsmouth, Va., "seems to be in the clerks and operating personnel who answer our phone calls relative to switching, placing, ordering cars, etc. This is not always so, but seems to happen more than necessary. Usually it seems to be by an employee who has never been outside the office, and has no desire other than to work his scheduled hours and quit." W. S. Schuyler, TM, L. B. Foster Co., Pittsburgh, reports a similar lack of interest, "particularly in local operating departments."

"Employee morale seems to be at a low ebb," comments C. M. Dunn, Jr., manager, Traffic Department, Peden Iron & Steel Co., Houston. "Apparently no change can be anticipated until employee-management relations become more fraternal." Reason behind such a condition, suggests R. H. Kranz, TM, General Steel Industries, Granite City, Ill., may be "talk of mergers," which he thinks "has a tendency to create a listless attitude among railway personnel."

• **Traffic and claims.** With relatively few exceptions, shippers give railway traffic and claims people a higher rating for interest and awareness than they accord to operating men. The only real criticism, on rate-making, is voiced by R. J. Petska, manager, Transportation Bureau, Cedar Rapids (Iowa) C of C, and W. G. Koplin, TM, Salt Lake Hardware Co.

Big shippers get the breaks

"With exceptions," says Petska, "most railroads have a lack of interest in establishing rates or rate changes which will benefit their operation, or take so long in doing so that the freight has gone to other modes of transport." In Koplin's opinion, "rate officers are too often unapproachable and too far removed from developments in industry. Too many live in the past—hold to the 'value of service' concept, rather than in cost of production plus profit, as in commercial or industrial enterprise."

At least one shipper, incidentally, gives TOFC personnel a high ranking for interest and knowledge.

• **'Selective' interest.** There are, however, a number of complaints to the effect that "railroads tend to work on selective customers," as Barrie Vreeland, director, Transportation Department, of New York City's Commerce & Industry Association phrases it.

"The one reply which covers the whole situation is that railroads are interested in problems if there are carloads involved," says R. F. Treptow, GTM, H. D. Lee Co., Kansas City, Mo. "If you are not a carload shipper, you have a wide choice—use some other form of transportation. That is why trucks have prospered, and will continue to do so. Everyone can't move carloads, or even piggyback loads."

L. J. Rowley, manager, Traffic & Materials Handling Division, Lockheed-California Co., Burbank, Cal., believes railroads are interested in and aware of shippers' problems. But he "can't escape the feeling that most of them are primarily concerned with the number of carloads or total tonnage shipped, with but occasional interest in the revenue potential of commodities involved."

And some LCL shippers, even in areas where service is still available, report little interest in such traffic on the part of sales forces.

• **Shippers can help.** The question of interest or awareness, several shippers suggest, is not wholly one-sided. Shippers themselves have a part to play.

For example, S. R. Lewis, manager of traffic services for General Electric, at New York, says emphatically that "We do not concur . . . in the feeling some people have that a failure to secure lower rates or special equipment simply for the asking indicates a lack of interest."

"Awareness of each other's problems, and willingness to help will follow if a close relationship it maintained," according to H. W. Blakely, TM, Symington-Wayne Corp., Depew, N.Y. And H. T. Reed, director of transportation, Line Material Industries, Milwaukee, feels that "shippers should seek help from the railroads through positive approach requests for assistance, not waiting for problems to develop requiring extra concerted action to solve."

"To accomplish something," adds M. J. Garofalo, TM, Armstrong Paint & Varnish Works, Chicago, "you have to reach 'some one' who can do it. On *all* modes of transport, it takes time, teaching, and—for 'little customers'—a lot of hollering."

"If any railroad is unaware of specific problems of any particular shipper or industry, then most of the blame should be on the shippers for failing to present the problem properly to the carriers," says R. L. Kendall, GTM, Inland Container Corp., Indianapolis. "It is certainly an injustice to tar all railroads with the same brush, just as it would be unfair to state that all railroads are keenly aware of all shippers' problems."

"We shippers need railroads as much as they need us," declares G. V. Foley, GTM, ESCO Corp., Portland, Ore. "If they are unaware of or not interested in our problems we are just as guilty of complacency, and probably more so. There may be the odd uninterested rail representative, but his company has many others who will listen and take action if we let ourselves be heard. We cannot label railroads 'uninterested' solely because they did not happen to ask us the right question."

And Glenn Armstrong, assistant director of transportation, General Mills, Minneapolis, concludes on an encouraging note: "There seems to be a new trend on the part of both shippers and railroads to be aware of each others' problems." ■

FREIGHT FACTS

about shipping on Union Pacific . . . the

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Upgrading of equipment is an important fact in the efficiency of your shipment. For example, this standard box car has been completely rebuilt with double doors.

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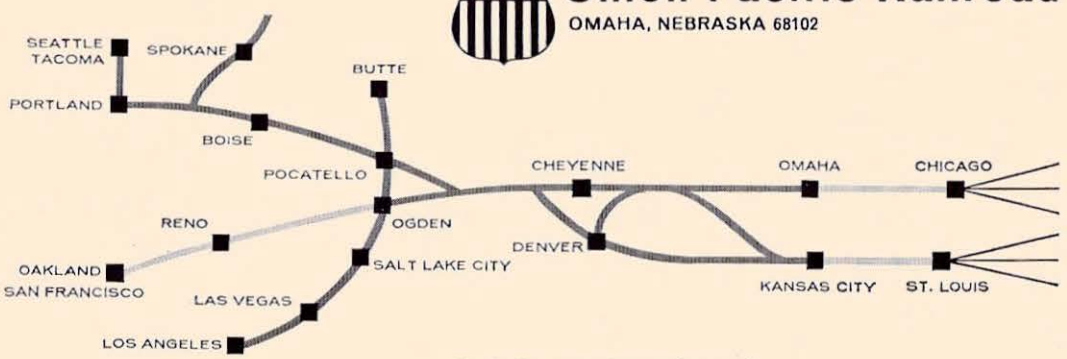

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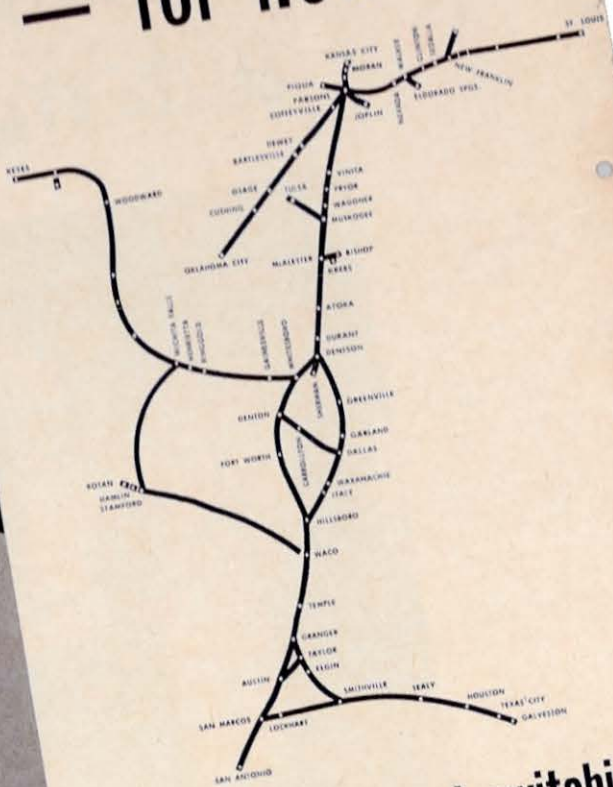

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priority service on these schedules, they also get t
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See How These Schedules Serve You Better — Either Direction:

SOUTHWARD — Read Down			DAILY (Except as shown)			NORTHWARD — Read Up		
#15 7.00 PM Mon 8.30 AM Tue		#11 3.00 AM Mon 3.30 PM Mon	Lv Ar	St. Louis Parsons	Ar Lv	#12 7.00 AM Wed 3.30 PM Tue	#14 6.00 PM Thu 2.30 AM Thu	#14 6.00 PM Wed 2.30 AM Wed
#5 1.30 AM Tue 7.00 AM Tue	#3 5.30 PM Mon 9.30 PM Mon	#1 10.00 AM Mon 3.00 PM Mon	Lv Ar	Kansas City Parsons	Ar Lv	#2 9.30 PM Tue 3.00 PM Tue	#6 1.30 PM Thu 7.30 AM Thu	#4 9.00 AM Wed 3.30 AM Wed
		#31 (1) 4.00 PM Mon 11.59 PM Mon	Lv Ar	Parsons Joplin	Ar Lv			#34 11.00 PM Tue (2) 3.00 PM Tue
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BETWEEN KANSAS CITY AND ST. LOUIS								
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(1) Except Saturday (2) Except Sunday (3) Except Saturday and Sunday (4) Except Sunday and Monday

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DAILY
Parsons-Piqua (2)
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Granger-Georgetown (2)
Lockhart-San Marcos-Austin (1)
San Antonio-New Braunfels (2)

ALTERNATE DAYS
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Wichita Falls-Elk City

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325 new coil cars designed with USS Family of Steels to win more business

This is the first car of a fleet of high-capacity coil cars (with 100-ton trucks) that will make it easier for steel producers to protect and ship steel coils to automotive plants and other steel coil customers.

The cars are now under construction by the Pennsylvania Railroad and are the first of this design ever built. Each will carry up to 99 tons of coils fitted snugly into six transverse troughs, protected from the elements with two-piece steel covers. By offering special cars tailored to the unusual needs of various shippers, many railroads today are able to build rail traffic and increase revenue in the face of increasing competition.

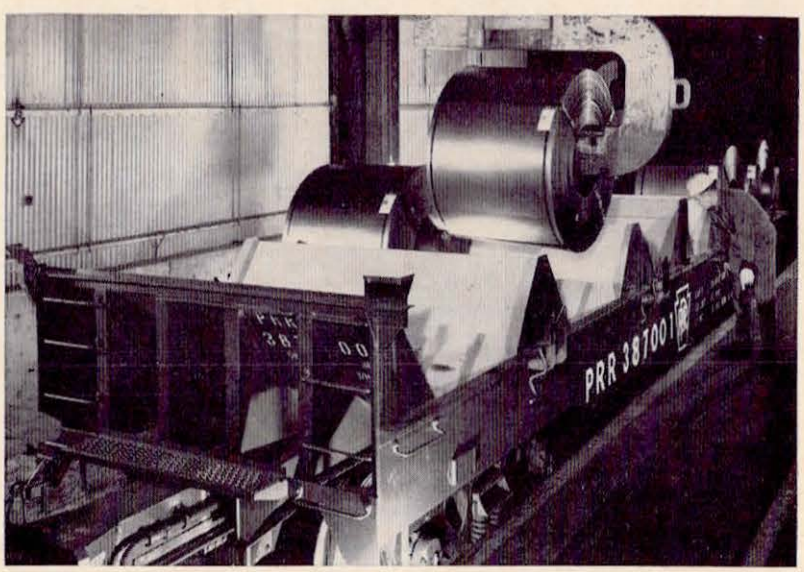
Car light weight is held to an average of 64,700 lbs. by using *four* stronger USS Steels. PRR car designers chose USS "T-1" type A Steel plates, with a minimum yield strength of 100,000 psi for sides of the car, and USS "T-1" type A bulb angles (BA 123 at 11.9 lbs./ft.) for the top and bottom side sills. This is the first use ever made of USS "T-1" type A Steel bulb angles. Weight savings per foot amount to 38%, since a carbon steel bulb angle having a weight of 19.1 lbs./ft. would probably have otherwise been used.

The center sill is fabricated from Z-26 structural shapes of USS TRI-TEN (A441) Steel, a tough, weldable steel with a 50,000 psi min. yield point. 5/16" USS COR-TEN Steel, which offers high strength (50,000 psi), and high resistance to atmospheric corrosion, is used as slope plates in the troughs. The removable special covers are also fabricated of 16-gage USS COR-TEN Steel. USS EX-TEN 50 Steel, noted for strength with economy, is used in the 3/8" trough gusset plates, reinforcement plates and trough angle posts.

The USS Family of Steels permits a designer to create special-use cars today that are lighter and more durable and offer better service than the temporary conversions that many shippers have been using. These all-new coil cars have a payload capacity of 198,000 lbs., yet their light weight averages only 64,700 lbs.

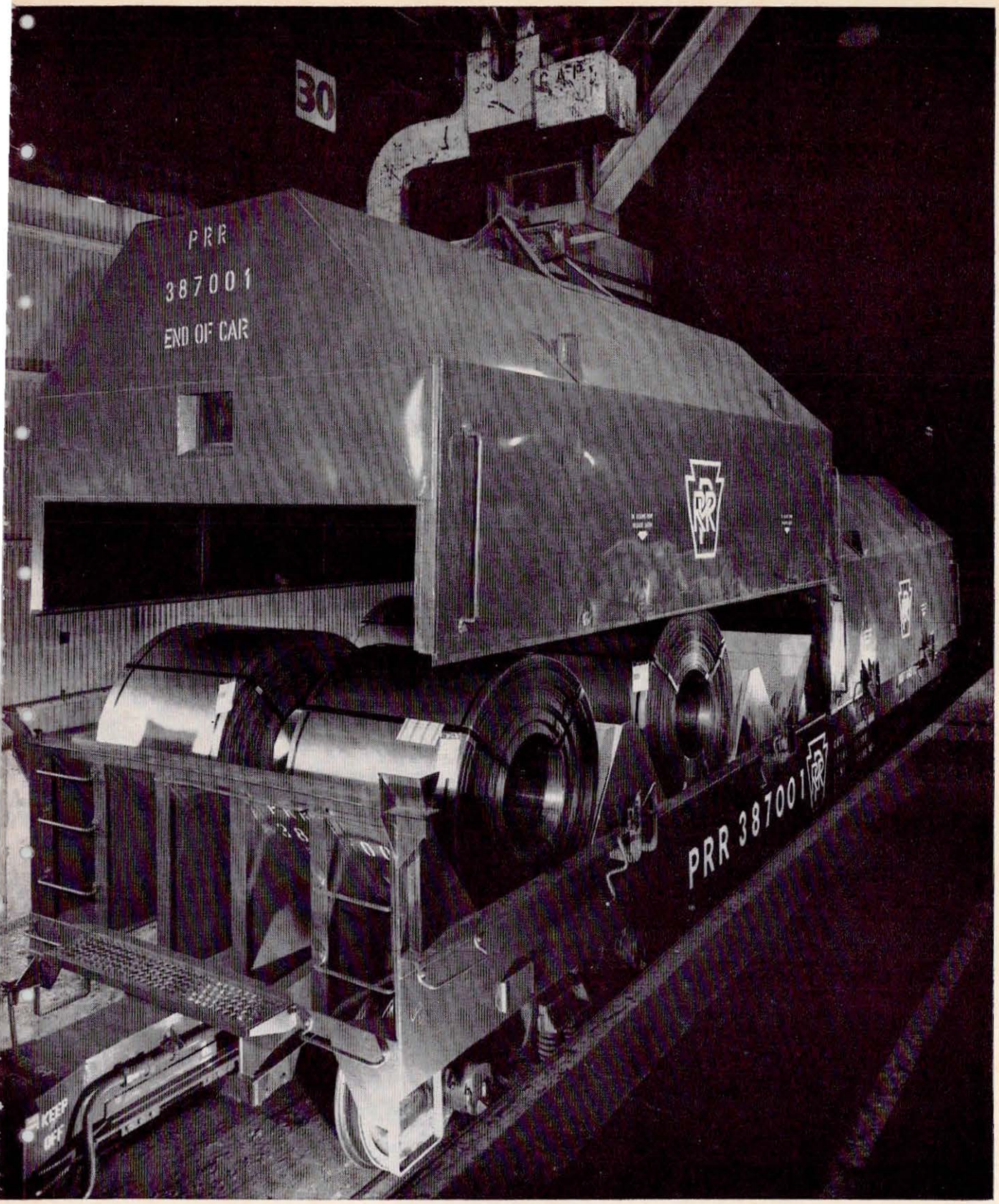
For more information on the USS Family of Steels, call the USS District Sales Office nearest you for the assistance of a technical representative, or write United States Steel, Room 8628, 525 William Penn Place, Pittsburgh, Pa. 15230. USS, "T-1," TRI-TEN, COR-TEN and EX-TEN are registered trademarks.

This mark tells you a product is made of steel



Car body is built almost entirely of USS "T-1" type A Steel and USS High-Strength Low-Alloy Steels for strength, durability and weight reduction.

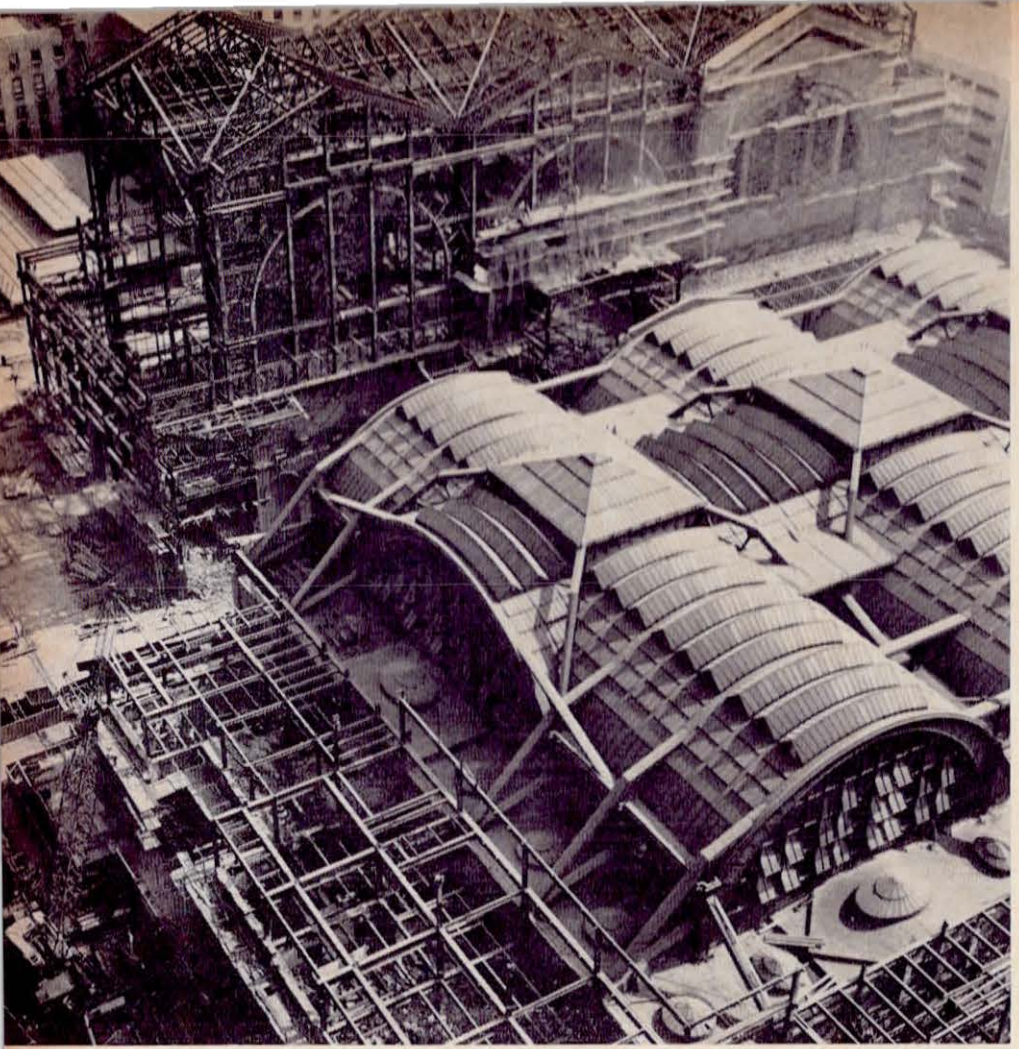
USS United States Steel: where the big idea is innovation



Specially designed by PRR, G-41 car for carrying steel coils, with USS COR-TEN Steel covers for protection from the weather.

Penn Station goes down —and up

Trains run as usual as the unusual job hits the halfway mark.

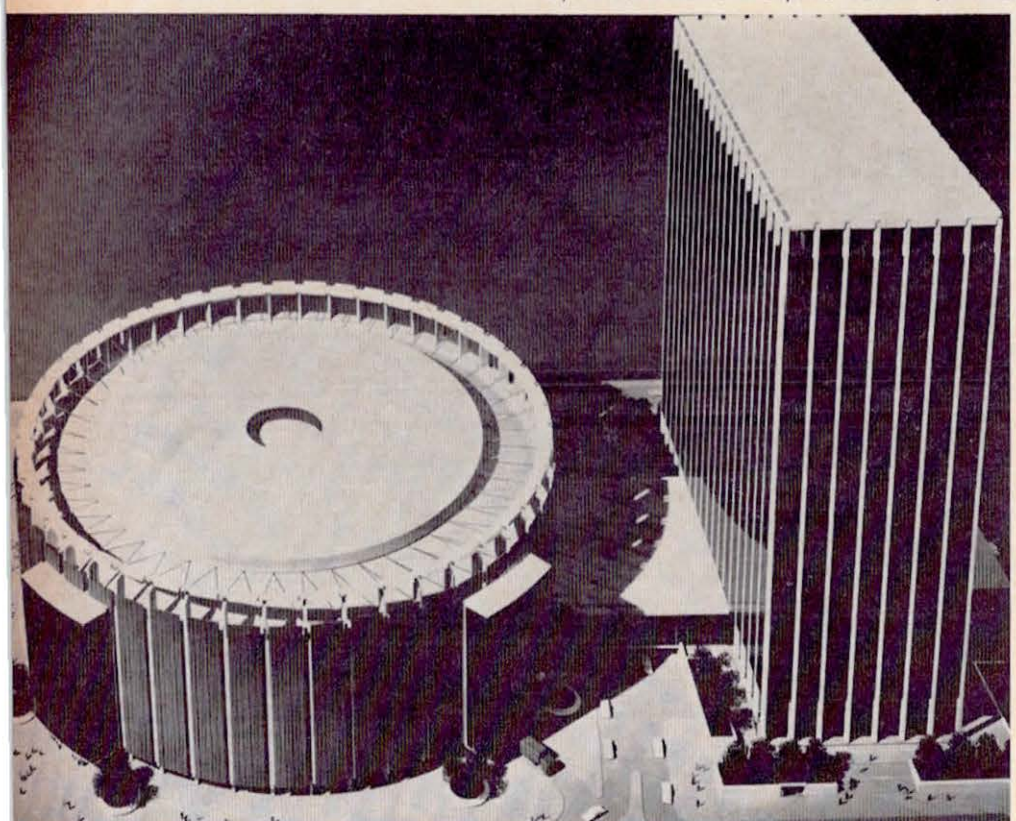


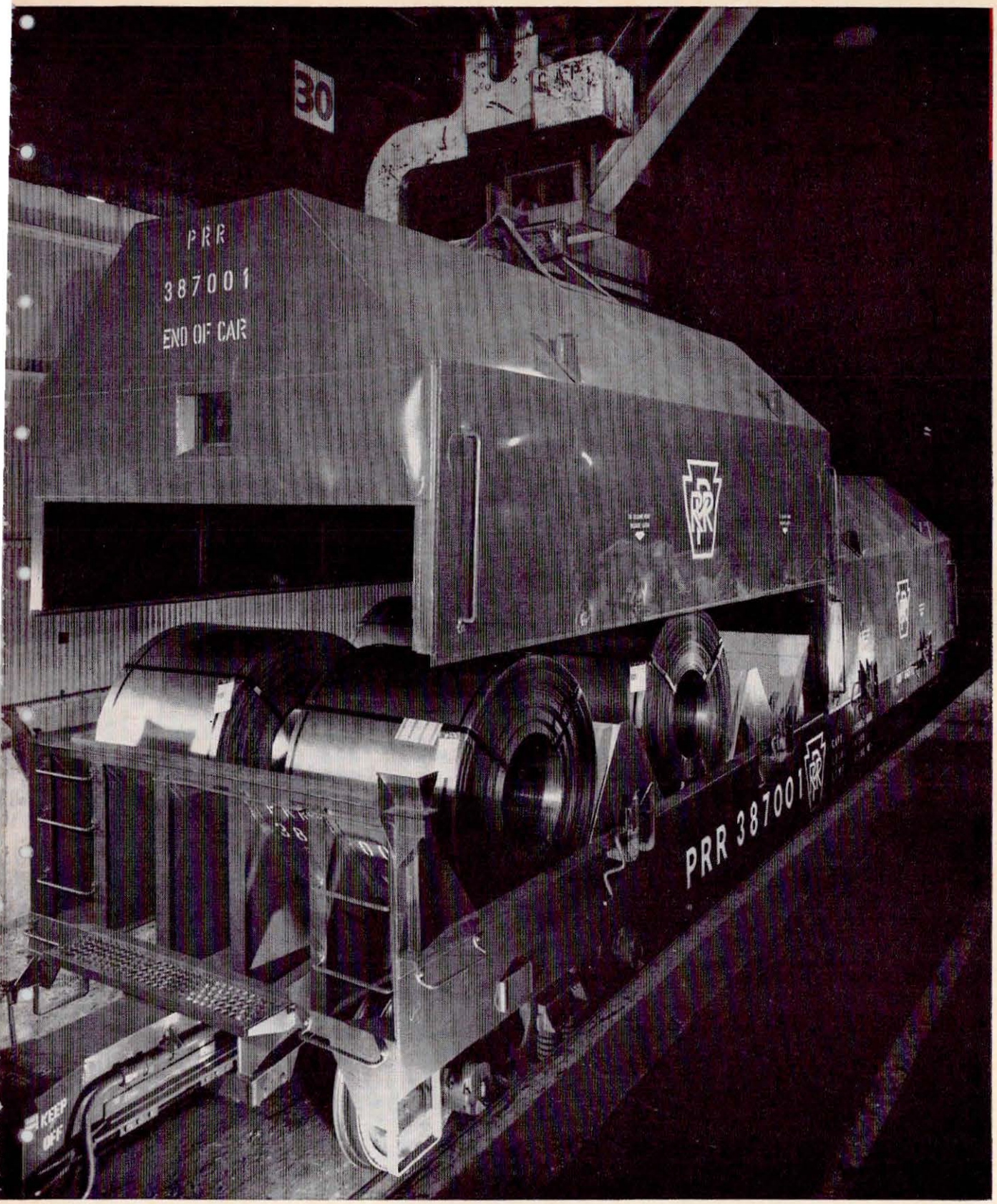
THE OLD STATION is being stripped to a steel skeleton as demolition advances.

New York's famed Pennsylvania Station— the scene of countless celebrity hellos and wartime goodbys—is currently the scene of the most hectic happening of its 60-year life.

Amidst the chatter of jackhammers and the whine of drills, the Grand Dame of 7th Avenue is doing a slow disappearing act, gradually being replaced by a $116-million Madison Square Garden project that will include a new station, a 29-story office building, and a sports and convention center. The undertaking, now at midpoint, will be completed in the Fall of 1967.

THE NEW STATION will be under the 20,000-seat Madison Square Garden (circular building), adjoining a 29-story office building.





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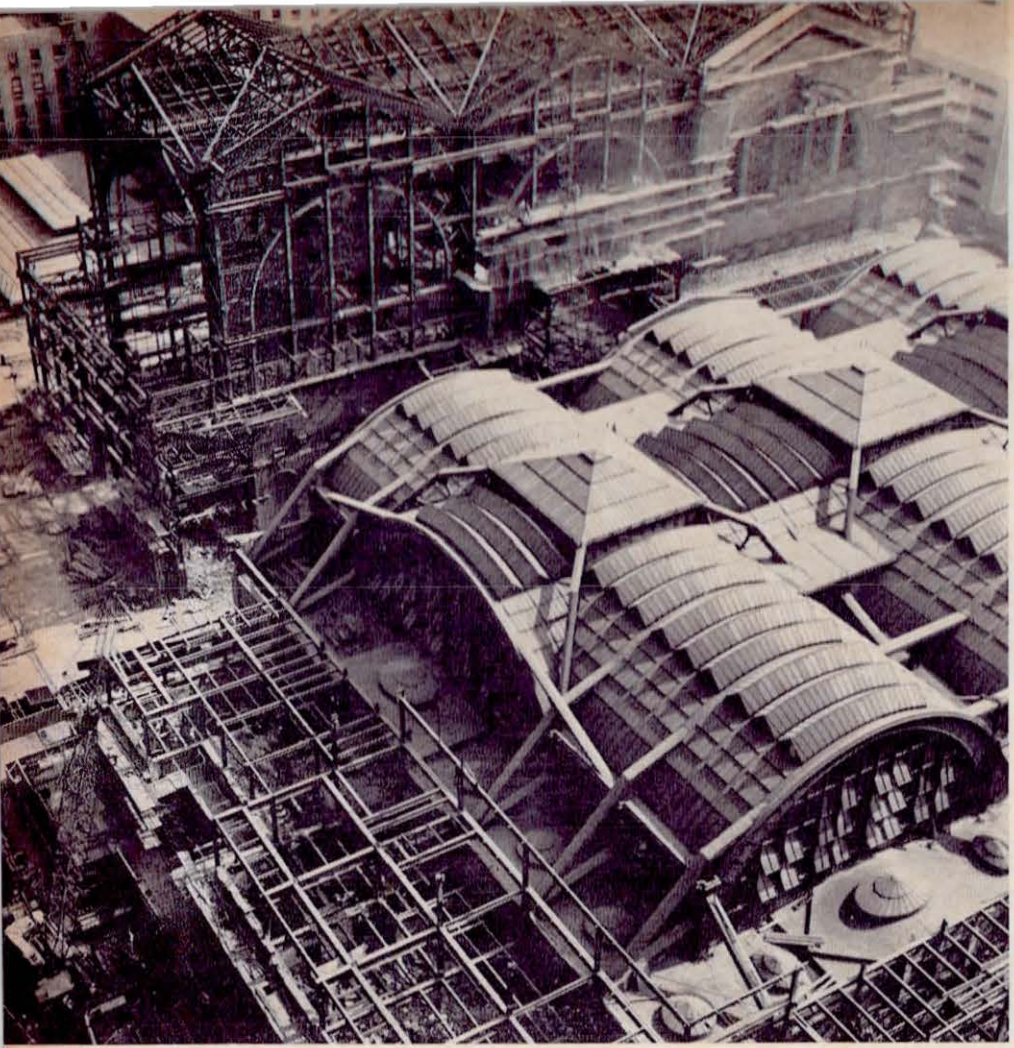

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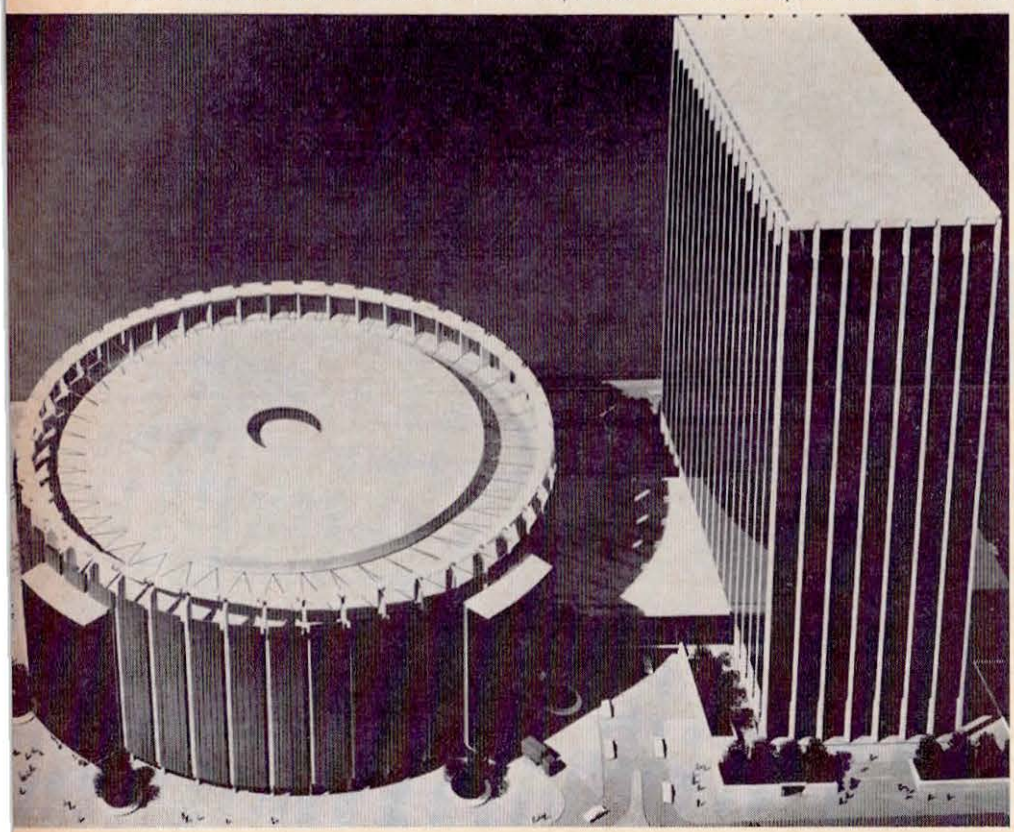


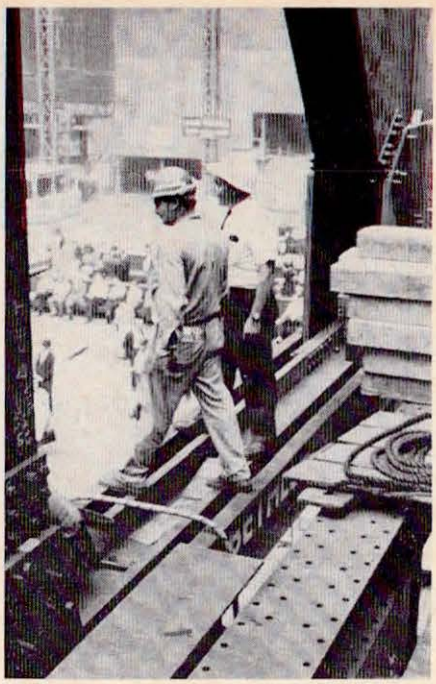
• **Down and up construction.** What's especially noteworthy about the giant job is the way it's being done. Because 250,000 people and more than 600 trains pass through the station every day, the simultaneous demolition and construction work had to be arranged on a business-as-usual basis. Acetylene torches are busy cutting up old girders in one part of the 8.5-acre station complex while giant cranes swing 70-ton new steel beams into place in other parts of the station.

Said one observer: "It's like putting on a new suit under your overcoat—without taking your overcoat off."

• **From the ground up.** As the massive old granite and steel building comes down, a forest of nearly 500 new steel columns is rising to support the new structure. Many of the older supports, reinforced by concrete and steel, are also being retained. Foundation work at track level, two floors below the street, has been scheduled so that only two of the station's tracks are out of service at one time, permitting uninterrupted train movements.

At street level, girders are being swung into place about 15 feet over the existing train concourse to form the base for the new buildings. The old main waiting room and ticket office are now covered by the new concrete ceiling, which is being extended over the train concourse. When this base is completed, forming a protective ceiling over daily travelers using the station, demolition will begin on the old superstructure and its familiar greenhouse-like glass canopy 100 feet over the station.

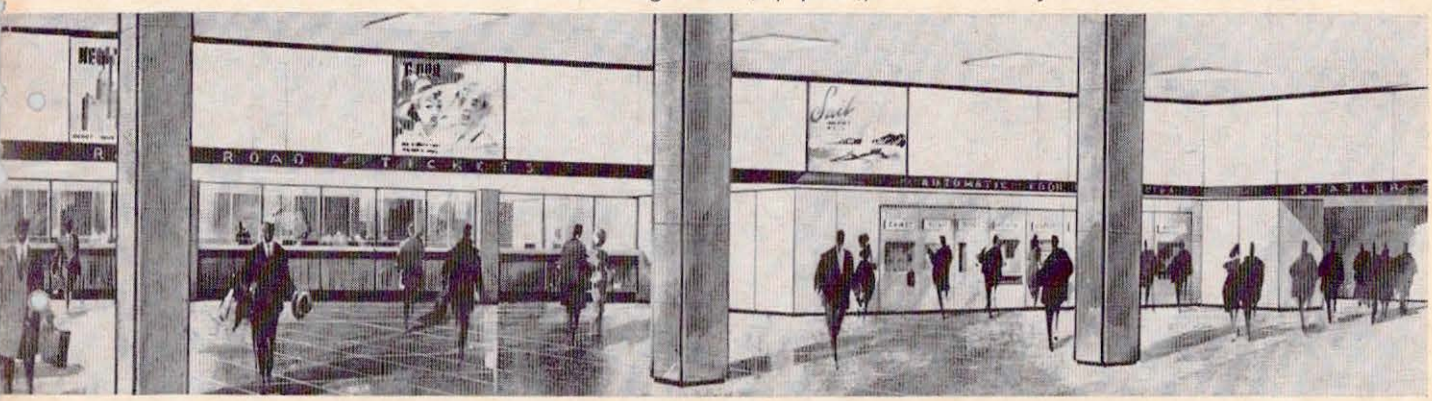
The new Pennsylvania Station, which will also have smart new facilities for the Long Island, will be a below-street-level, air-conditioned, functionally-designed rail center. Information on train arrivals and departures will be flashed electronically to boards in the passenger waiting areas, and the new drive-in entrances will provide easy access to the station. ■



TRAFFIC FLOWS WHILE THE WORK GOES ON

New steel beams go into place over the old train concourse (left), while supports for the new structure are erected at track level.

Artist's sketches (below) show new facilities for the Long Island (top panel), and the Pennsylvania's ticket concourse.



Clipper Carloading finds FRUEHAUF SUPER-CUBE VOLUME★VANS more economical, longer lasting!

With piggyback trailers criss-crossing the country from coast to coast, Clipper Carloading Company, headquartered in Chicago, lives up to its slogan: "Big Name in Piggyback." Most of Clipper's total shipping is done via piggyback, and almost 96% of the trailers are Fruehaufs!

Clipper Vice President J. T. Linhart says: "Clipper is proud of our damage-free piggyback service. Our customers expect maximum protection for their merchandise, and we've found Fruehauf Trailers measure up to the high standards we set for our equipment. Our piggyback fleet is almost totally Fruehauf. We're very much sold on these Super-Cube Volume☆Vans—their extra payload capacity, long life and low upkeep. We've just ordered another 30 of them."

Your Fruehauf representative will show you how such famous Fruehauf features as the Integral Heavy-Duty Front Bulkhead*, Super Anti-Rax** Door Latches, and Lock Flange* Doors—plus many others—make Fruehauf Super-Cube Volume☆Vans your best buy for profitable piggyback service. Or, write **Fruehauf Division, Fruehauf Corporation, 10940 Harper Avenue, Detroit, Michigan 48232.**

**Fruehauf Patent Pending* ***Fruehauf Patented*

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Hyatt taper freight bearings are finer feature for feature!

Each inner race, for example, is manufactured from vacuum degassed steel and is ultrasonically inspected to insure against subsurface defects. All races are pre-run with mating rollers to assure accurate roller-to-race rib match. For a precise journal fit and proper operating characteristics, operating surfaces are ground and inspected to exacting dimensional and finish tolerances. For long, trouble-free life, specify Hyatt taper freight bearings.

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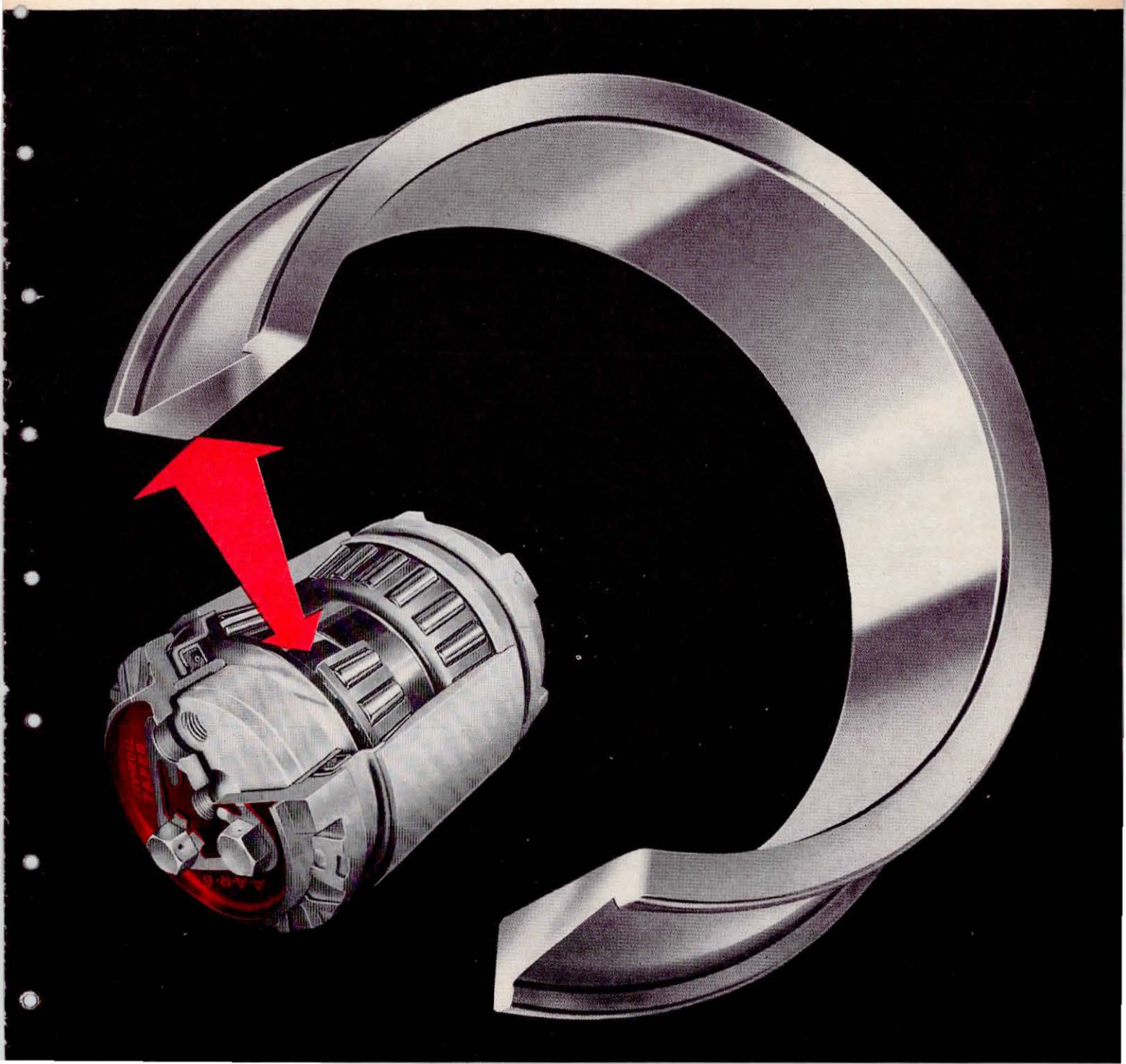
DIVISION OF GENERAL MOTORS CORPORATION · HARRISON, NEW JERSEY



LETTERS

Standard axles

Erlanger, Ky.

To the Editor:

I have just finished reading Railway Age dated Oct. 18, 1965, and wish to call to your attention a mistake on page 29 regarding the type of axles to be used in the largest car in the new line of covered hoppers. You state, "Axles are AAR Alternate Standard with raised wheel seat."

Effective Jan. 1, 1965, the AAR Interchange rules were changed to make the Raised Wheel Seat the standard axle. You may refer to the interchange rules on page 12, 266 and 267, referring to the Standard Axle being the raised wheel seat.

I am a car inspector working for the Southern Railway and thought perhaps you would want to make this correction.

L. H. Rolfsen

'What makes a traffic man?'

Pittsburgh, Pa.

To the Editor:

I read with a great deal of interest the article entitled "What makes a traffic man?" in the October 25 issue of Railway Age. The article was well done and does reflect the necessary qualifications for traffic management.

However, I would like to add my comment on the closing paragraph of this article. The closing paragraph was about professionalizing traffic management and states "Fully trained personnel in the traffic field should compile a set of necessary qualifications for traffic management, specifying education, ability, specific training, knowledge covering a particular field of traffic, and/or any other desirable requirements. After a person qualifies, he should be certified as a Professional Traffic Manager. . . ."

In 1946 a group of traffic executives did get together and formed the American Society of Traffic and Transportation. This Society has as its objectives the establishment of standards of knowledge, technical training, experience, conduct, and ethics and to encourage the attainment of high standards of education and technical training requisite to the proper performance of the various functions of transportation. The Society administers a series of four examinations, each lasting four hours, at over 100 regional examination centers each January and June. The examinations are designed to test a candidate's knowledge in the fields of:

(1) Transportation Economics

(2) Traffic and Transportation Management

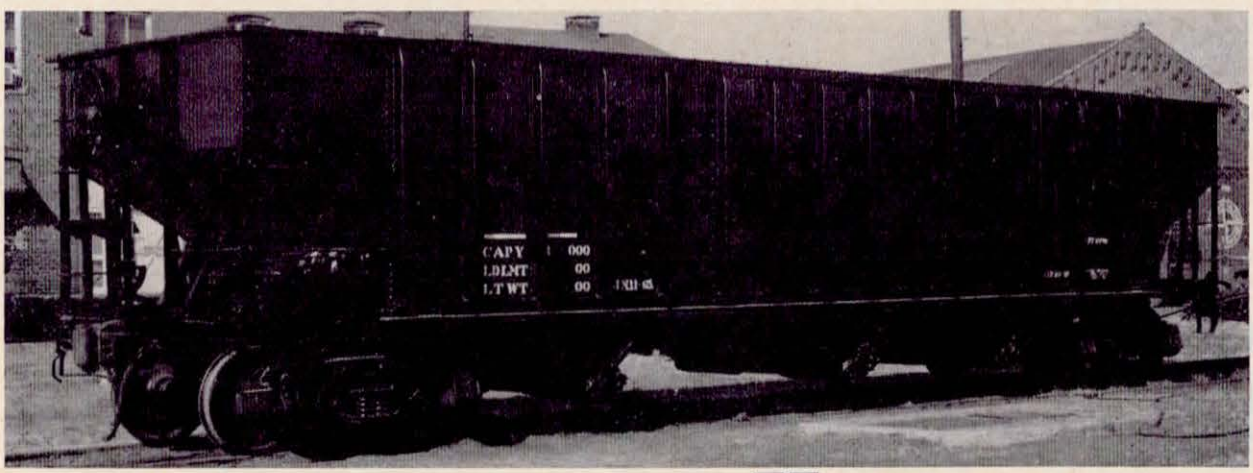
(3) General Business — including (A) Economics and Economic Theory; (B) Marketing; (C) Government and Political Science; and (D) Business Organizations and Finance

(4) Transportation Law and Regulation

When a candidate has received a passing grade on each of these exams and submits a 3,000- to 5,000-word original, documented, research paper on some aspect of traffic management or transportation (on which he must also receive a passing grade) the candidate is then accepted into the Society as a "Certified Member."

I believe certification by the American Society of Traffic and Transportation is the mark of professional achievement in the Traffic and Transportation field. What we need is more assistance and cooperation from the leaders of traffic and transportation management and the executives of business in general to make this certification more well known and significant.

Thomas R. Henke
Traffic Manager—Pittsburgh Region
L. B. Foster Company



For Sale or Lease: 50 77-ton open top HOPPER CARS

Cars originally built new in 1957 by Pullman-Standard Car Manufacturing Company and designated as their PS-3 Hopper Car. These cars have just been completely repaired and repainted and are now ready to roll for Interchange Service. Inspection can be made by contacting:

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120 Delaware Avenue
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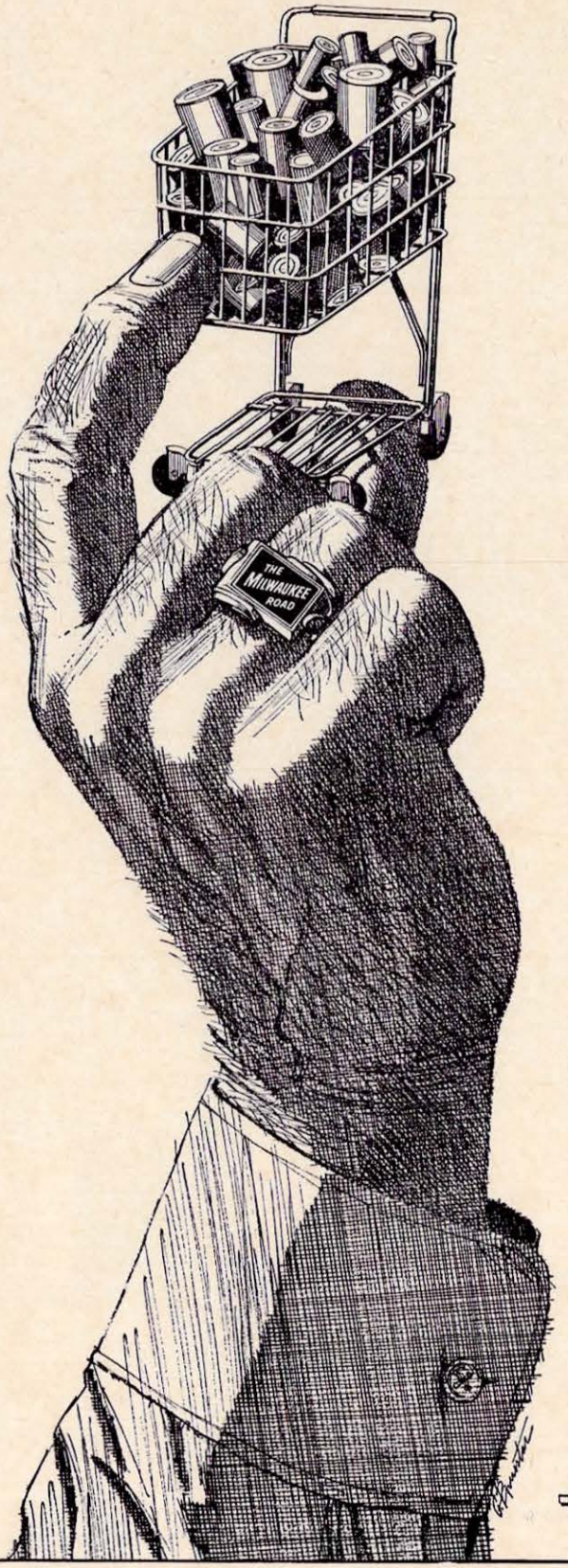
Circle 31 on reader service card

THE MILWAUKEE ROAD'S "CREATIVE CREWS" IN ACTION IN THE CANNED GOODS INDUSTRY



SPECIAL DELIVERY— WITH THE "TENDER TOUCH!"

Cans are perfect protection for thousands of different items. Yet no one likes to buy a damaged can.

As the railroad trusted with shipments for many of America's leading canners, The Milwaukee Road has its "Creative Crews" constantly working to solve the problem of damage-free delivery.

They've inaugurated new techniques for safer, smoother handling of shipments in rail yards and terminals, for example. And The Milwaukee Road has recently acquired a substantial number of new 50'6" insulated, load-divider cars. Each one equipped with adjustable bulkheads and cushion underframing to help assure damage-free transport. These were added to our present fleet of this type of car. Other freight cars were rebuilt (increased capacity, insulation, loading devices).

As a result, The Milwaukee Road now offers many more cars, and better cars, for the benefit of canned goods shippers.

It's the same kind of creative thinking that's working to solve shipping problems for scores of other major industries. It's the kind of thinking that means more business—for our shippers and for The Milwaukee Road.

"Creative Crews"

a distinctive idea in railroading

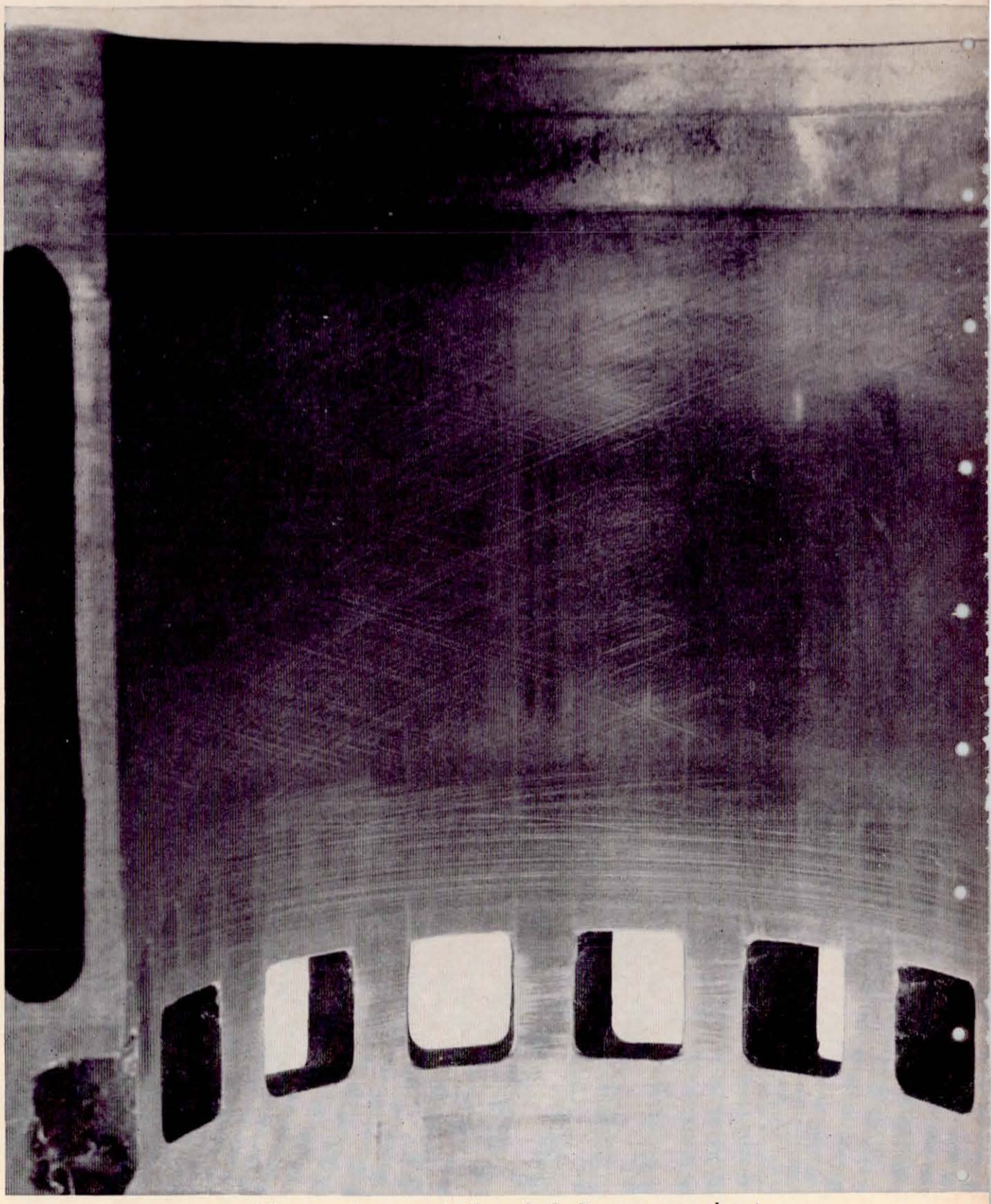
A dynamic creative way of doing things is the service philosophy of the entire Milwaukee Road. It's an attitude toward transportation problems that breaks with tradition and pioneers new ideas. It's inspired by a forward-looking management outlook that is making The Milwaukee Road America's resourceful railroad . . . the railroad of "Creative Crews". The Milwaukee Road, Union Station Building, Chicago, Illinois.

The railroad of "Creative Crews"

SERVING 14 STATES

Circle 32 on reader service card

WEAR GETS NOWHERE....



After more than 200,000 miles, cylinder liner wear was almost unmeasurable. Notice that hone-marks are still visible.

when you use SINCLAIR GASCON GL-XD

Sinclair Gascon GL-XD Diesel Lubricating Oil was especially developed and blended to reduce wear in locomotive diesel engines.

How excellently it performs in service, under severe conditions, is proved by inspection of a late type engine that had covered over 200,000 miles in fast freight service. This engine was selected at random, and had used only Sinclair Gascon GL-XD. The results were outstanding:

General condition of engine—*excellent.*

Piston ring gaps—*within limits for new rings.*

Cylinder liners—*so little worn that hone-marks were clearly visible.*

Connecting rod bearings—*dimensionally equivalent to new bearings.*

Pistons, pins and inserts—*no measurable wear.*

For longer engine life and trouble-free operation, use Sinclair Gascon GL-XD Diesel Lubricating Oil.

Sinclair

SINCLAIR REFINING COMPANY

Railway Sales, 600 Fifth Avenue, New York, N.Y. 10020
Chicago, Illinois – Houston, Texas

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AFTER HOURS WITH JIM LYNE

LYNE

FAST MOVE UP THE LADDER—I wonder whether Frisco's Ed Kreyling has not established something of a record in the speed with which he has moved from a beginner in the traffic department to the top spot in that department. Ed moved through the various intermediate jobs in just about 10 years—from 1955 to 1965.

An alumnus of Washington University (St. Louis), Ed worked for three "outside" companies for eight years, before joining the Frisco as an industrial engineer. Thereafter he was appointed director of traffic research, at which job he served for three years—then becoming assistant general freight traffic manager, where he concentrated on rate problems. After that he became general freight traffic manager, with emphasis on the marketing and industrial development side of the business, until his recent elevation to head of the traffic and industrial development departments.

This is pretty swift forward motion, in an industry which is popularly (but, usually, erroneously) supposed to be dominated by graybeards. Skill in market research appears to be of at least more than some advantage to a traffic man, these days.

BOSS' SEAT IN A BUSINESS CAR—Richard N. Gardner of Montrose, Calif., has sent me a newspaper clipping, telling of the recent sale of a Missouri Pacific business car (used by L. W. Baldwin when he was head of that company) to a Santa Barbara capitalist—H. Harcourt by name.

The clipping (from the Los Angeles Times) showed a picture of the car's lounge, with six people—and their seating revealed that they were a non-railroad group. That is, the boss man was not sitting in the end seat to the left of the door. And railroaders know that business-car protocol assigns that particular spot to the principal occupant. No experienced railroader would try to deprive him of that position.

WHO BENEFITS WHEN RRS IMPROVE?—There are, it seems to me, at least two groups of people that railroad passenger service benefits—around cities especially. The first is, obviously, the people who actually ride the trains. But there is clearly another group who derive benefits from the service—for example, businesses in the city who do more business the easier it is for people to get into and out of city centers. Then there are highway users—who encounter less congestion and delay the more people there are who move into and out of cities by train.

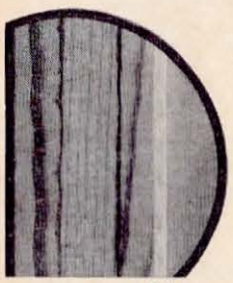
If all beneficiaries paid proportionately to the benefits they receive, isn't it likely that the service would be self-supporting, and not require a subsidy to pick up the deficit? And wouldn't railroads, then, be justified in investing money to improve service?

Over the past decade or so there have been many fare increases, but not proportionate improvement in service (except in a few places). On the highways, on the contrary, there has been little or no increase in charges and a vast improvement in speed and convenience.

Is it in the public interest, especially of cities, that there should be such a disproportionate improvement in highway facilities?

AMERICAN
REFRIGERATOR
TRANSIT CO.

...uses KEMPLY® LINER
TO PROTECT CARGO



Cross section of ¼" KEMPLY enlarged 3 x' s shows relative thickness of surface. Type FG10.

KEMPLY has a thick, hard, impervious surface.

- Holds up under constant impact
- Easily cleaned with steam or detergents
- Does not retain odor of cargo
- Not affected by sub zero temperature
- Installs like conventional plywood
- U. S. D. A. Approved
- Available white or colored

KEMPLY is not surfaced with a mat, but a closely woven glass fabric. The fibers are imbedded deep in resin, and not close to the surface where they may easily become exposed by abrasion. KEMPLY stops splintered walls from damaging cargo.

KEMPLY is available in thicknesses of ¼", ⅜", ½", ⅝", ¾" and 1"; in standard 4'x 8' panels; and in lengths up to 24 ft.

SPECIFY KEMPLY FOR REEFERS • TRAILERS • CONTAINERS

Send for prices and sample kit No. 24

kemlite

KEMLITE CORPORATION
DEPT. RA
101 N. REPUBLIC AVENUE, JOLIET, ILLINOIS

Circle 34 on reader service card

Alcoa unit trains to set record

Unit trains composed of aluminum bulk-materials cars will soon be put into service between Alabama and northern New York State by the Aluminum Company of America. Alcoa is acquiring 110 aluminum covered hopper cars for hauling alumina (the oxide from which metallic aluminum is extracted) from its bauxite refining works at Mobile, Ala., to the smelter at Massena, N.Y.

The covered hoppers will be assembled in two 50-car unit trains. The additional ten cars will then be available to handle emergency loading situations and to accommodate normal, routine maintenance. The standard operation, when the cars are delivered and all in service, will involve the departure of a loaded 50-car unit train from Mobile weekly and, at the same time, an empty 50-car train leaving Massena for the return trip to Mobile.

• **'Twin Fifty.'** Alcoa's "Twin Fifty" trains will set a distance record for unit trains of aluminum equipment, covering 3,400 miles on each round trip. William A. Weber, Alcoa vice president in charge of transportation, says the trains will be handled by the Gulf, Mobile & Ohio or the Alabama, Tennessee & Northern and Frisco between Mobile and East St. Louis, Ill., where they will be delivered to the Alton & Southern. A&S will then turn the trains over to the New York Central for the trip from East St. Louis to Massena.

Alcoa foresees for its raw materials movement the same benefits being realized by other types of unit-train operation. Identical, special-purpose cars, says an Alcoa spokesman, lend themselves to highly efficient movement, loading and unloading on expedited schedules. He went on to stress the importance of lightweight equipment in such services. Each of the 50-car unit trains will haul 5,300 tons of alumina per trip.

• **Delivery next year.** Basic components of the cars, to utilize a total of 1.5 million pounds of Alcoa metal, are being fabricated by Transco, Inc., at its Streeter, Ill., plant. Assembly of the cars will take place at the Transco shop at Macon, Ga. Delivery will be completed early in 1966.

George E. Herrman, manager of transportation industry sales for Alcoa, said the 4,200-cubic-foot covered hopper cars—each to carry 106 tons of alumina—are of all-weleded construction with some bolted or riveted auxiliary components. Each carbody is divided into three compartments, and will have a total of six discharge gates. Rapid filling will be achieved through ten round hatch openings in the roof.

The aluminum, sheets and extrusions, will be used in fabricating sides, ends, slope sheets, doors, roofs and hatch covers. Each car will be 47½ feet in length. The maximum light weight is estimated to be 48,200 pounds. A comparable size steel car, says Herrman, would have a light weight of approximately 63,000 pounds.

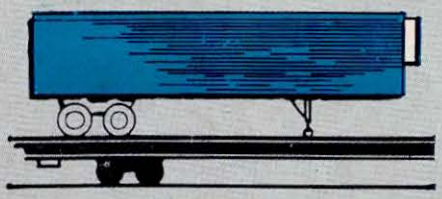
"The added capacity of 14,800 pounds is a bonus payload in the aluminum cars," Herrman added, noting that more railroads and shippers are turning to aluminum hopper cars to carry bulk materials in large volume shipments. He added, "The unit-train concept is one of the most significant new technical achievements in railroad transportation's history."

Alcoa already operates a fleet of approximately 70 covered hoppers of 70-ton capacity in alumina service. These have not been operated as unit trains. ■

THERMO KING

MODEL NWD-62

FRONT MOUNT DIESEL



Prime protector of piggybacked perishables

Powered by the world famous MERCEDES-BENZ diesel engine, this remarkable THERMO KING unit has compiled an amazing performance record under every operating condition! No other supercapacity unit can match the NWD-62 in efficiency, maintenance economy, proven dependability in the field.

The NWD-62 is the choice of scores of leading railroads because it delivers dependable cooling and heating for piggyback operations at *lowest total cost!*

Write today for brochure on THERMO KING units recommended for piggyback operations.

THIS NEW THERMO KING TRADEMARK STANDS FOR WORLD LEADERSHIP IN TRANSPORT REFRIGERATION

- *Continued profitable operation of THERMO-KING units is assured by its nation-wide network of over 200 service stations and staff of field engineers.*
- *In addition to supplying a wide choice of standard piggyback trailer units, THERMO KING offers its highly specialized facilities for the development of custom-built equipment for other railroad refrigeration or heating requirements.*

THERMO KING
corporation
350-M W. 90th St., Minneapolis, Minn. 55420

These leading railroads use THERMO KING units in piggyback operations

Alaska Railroad	Missouri-Kansas-Texas
Atlantic Coast Line	Missouri Pacific
Baltimore & Ohio	New York Central
Boston & Maine	Nickel Plate
Burlington	Northern Pacific
Chicago & Northwestern	Pacific Fruit Express
Erie Lackawanna	Pennsylvania
Frisco	Santa Fe
Fruit Growers Express	Seaboard Air Line
Great Northern	Southern
Illinois Central	Southern Pacific
Kansas City Southern	Union Pacific
Louisville & Nashville	United States Freight
Milwaukee Road	Western Pacific
Canadian Pacific	Canadian National

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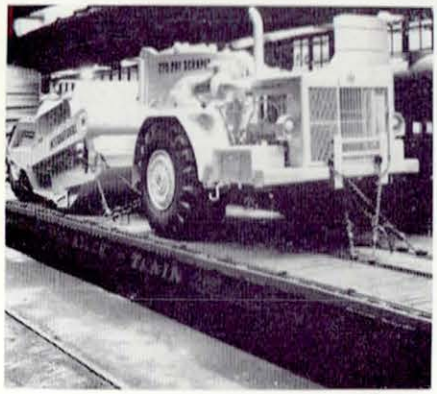
NEW PRODUCTS REPORT



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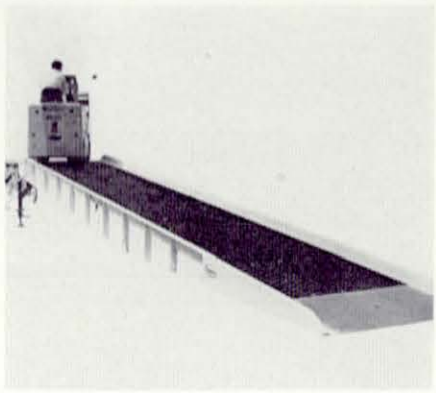

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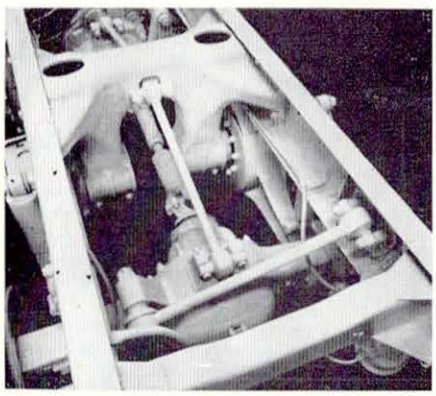

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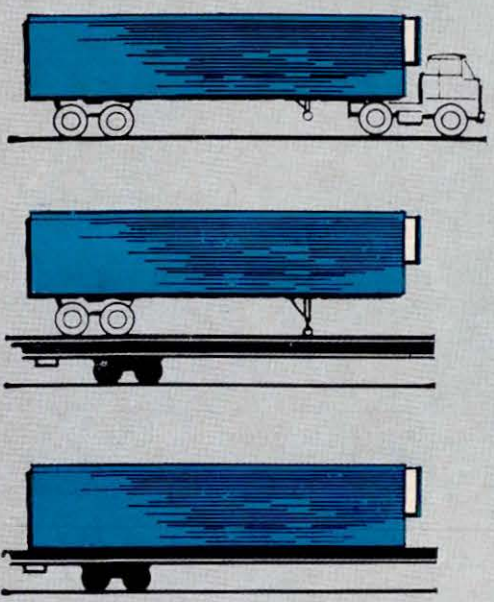
THERMO KING

MODEL NWD-62

FRONT MOUNT DIESEL



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Chicago & Northwestern	Pacific Fruit Express
Erie Lackawanna	Pennsylvania
Frisco	Santa Fe
Fruit Growers Express	Seaboard Air Line
Great Northern	Southern
Illinois Central	Southern Pacific
Kansas City Southern	Union Pacific
Louisville & Nashville	United States Freight
Milwaukee Road	Western Pacific
Canadian Pacific	Canadian National

Circle 35 on reader service card

International Steel claims only a 10 year time advantage in functional design ... but the FACTS are more startling than the claims!

The ALL-DOOR *Unit Load car was first put in SERVICE 10 years ago!*

THESE ILLUSTRATIONS ARE FROM AN INTERNATIONAL STEEL AD (*"Imagineering in Steel and Styrofoam"*) FIRST PUBLISHED 10 YEARS AGO . . .

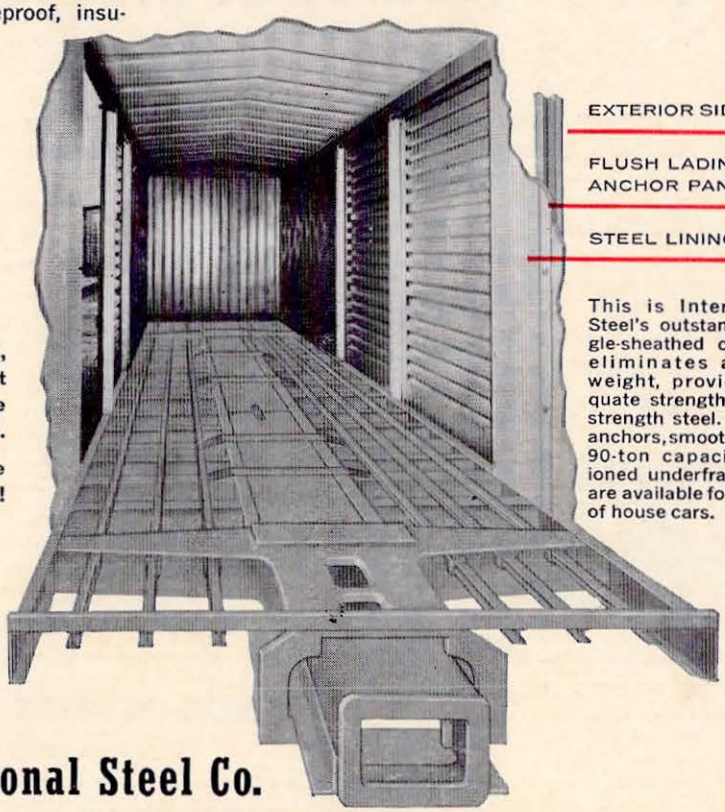
This combination of the **ALL-DOOR Side** and the unique concept of **Unit Load,** created a revolution in methods and economy of space, handling, transport and storage.

Bulkheads carry lading forces only. Trailer width compartments. Smooth, gleaming white interiors. Light, easy-rolling overhead doors of steel and styrofoam sandwich panels. Moistureproof, corrosion-proof, fireproof, insulated steel and styrofoam *ceilings, floors, bulkheads* and *ends*. Fork trucks needn't maneuver or turn; load and unload in minutes, not hours.

International's designers, engineers and fabricators are CAR-free because they design against abuse, not only to a use.

THIS SINGLE-SHEATHED CAR, eliminating a TON of weight is a recent CAR-free development.

Now tested on-the-line for 4 years!



This is International Steel's outstanding single-sheathed car which eliminates a ton of weight, provides adequate strength via high strength steel. Recessed anchors, smooth interior. 90-ton capacity cushioned underframe. Both are available for all types of house cars.

"Still 10 years ahead in functional design"

International Steel Co.

RAILROAD DIVISION • *EVANSVILLE, INDIANA 47707*

Circle 36 on reader service card

That's the Pacific.

...in case you think MoPac is primarily a north-south-southwest railroad.

MoPac goes west every day of the week. Between St. Louis, Memphis or New Orleans—and Denver, El Paso, Salt Lake City, Los Angeles, San Francisco, Portland and Seattle.

We've even worked out split-second connections to give you West Coast delivery schedules once thought impossible. St. Louis to L.A. in two days, for example.

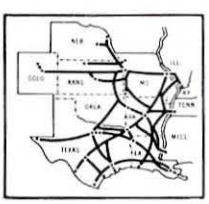
If you have national distribution, we hope you'll remember that MoPac goes West.

Better yet, remember how *fast* MoPac goes West.

FROM ST. LOUIS
- 2nd morning delivery to Denver
- 3rd morning delivery to Los Angeles & area
- 4th morning delivery to San Francisco Bay area

FROM MEMPHIS
- 3rd morning delivery to Denver, Los Angeles & area
- 5th morning delivery to San Francisco Bay area

FROM NEW ORLEANS
- 4th morning delivery to Los Angeles & area



MISSOURI PACIFIC
TEXAS & PACIFIC

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Circle 37 on reader service card ▶

RELIABILITY

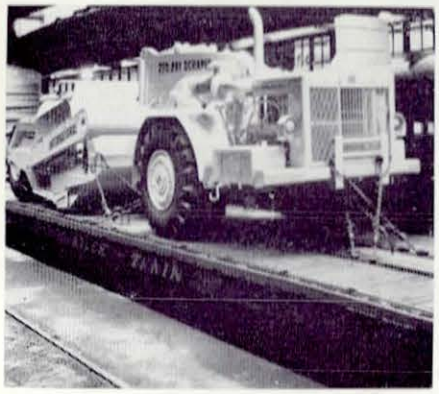
The sight of an eager bird dog—intently quartering a field in front of the hunters—suddenly braking to a spine-tingling stop and remaining motionless on point, is surely one of the most satisfying spectacles in sport, for this is the sporting dog at his best. The Shorthaired Pointer, developed in Germany in the nineteenth century, is fast becoming one of the most popular gun dogs in America. And with good reason. He is steady, strong, a willing and extremely versatile worker and possesses a mild and pleasant disposition. Men who are privileged to own or shoot over a well trained Shorthaired Pointer agree that he is a truly reliable companion under every field condition.

Photograph by Walter Chandoha

RELIABILITY... Webster defines it as *trustworthiness* and *dependability*, but the word has a special meaning for railroad men. It means equipment that can roll for mile after revenue mile of trouble-free performance . . . equipment that stands up under hard usage anyplace, anytime . . . that works the way it was built to work—for years and years after going into service. That's why the name Keystone on cushioning systems has become synonymous with reliability. Railroad men and shippers alike know the ability of Keystone SHOCK CONTROL Cushioning Systems to provide positive car and lading protection. Their record of reliability has never been equalled, and cars equipped with them keep rolling to earn revenue. When you think of cushioning systems, think of Keystone—pioneer in the field and leader in reliability. May we send you complete details?

Keystone Railway Equipment Co. 310 S. Michigan Ave., Chicago, Illinois 60604

NEW PRODUCTS REPORT



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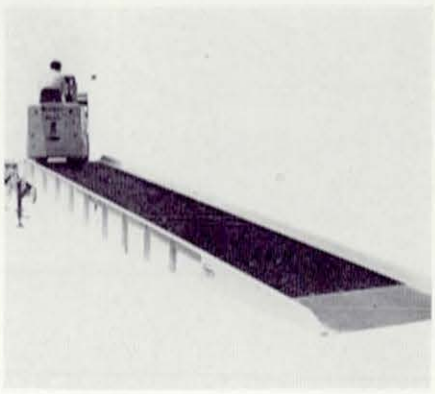

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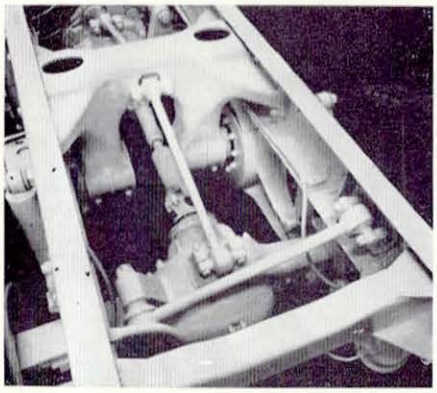

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11/29/65

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PEOPLE IN THE NEWS

BURLINGTON.—Clark Hungerford, Jr. appointed industrial engineer, Chicago.

CENTRAL OF GEORGIA.—Wilmer F. Leach, general freight traffic manager, Washington, D.C., appointed vice president—sales there, succeeding the late **W. R. Wilson. J. B. Norman,** assistant freight traffic manager, Birmingham, Ala., retired Nov. 15 after more than 49 years of service.

FRISCO.—LeRoy A. Tidwell, district sales manager, Joplin, Mo., retires Nov. 30 after 49 years' service.

FONDA, JOHNSTOWN & GLOVERSVILLE.—W. H. Green appointed general manager and treasurer, Gloversville, N.Y., succeeding **Howard C. Miller,** retired.

HAYDEN, STONE INCORPORATED.—John L. Weller named senior analyst for transportation. Mr. Weller formerly was president and chief executive officer of Seatrain Lines, Inc., and president of Ship Container Corp., a subsidiary.

KENTUCKY & TENNESSEE.—Evan R. Tindle appointed vice president, Stearns, Ky., Mr. Tindle was formerly with the **Corinth & Counce.**

NORFOLK & WESTERN.—A. J. Moody appointed staff assistant to vice president—coal traffic and development, Roanoke, Va. **J. Morton Eggleston,** coal traffic representative, Winston-Salem, N.C., named assistant manager—export coal, New York, a new position. **Hubert J. Schroeder,** coal traffic representative, Chicago, promoted to district coal traffic manager there. **Charles E. Welsh,** coal traffic representative, Cincinnati, named assistant district coal traffic manager, Chicago, another new position.

S. Shapiro, freight traffic manager—rates, Cleveland, retires Nov. 30 after almost 48 years of service.

Gilbert E. Paul, manager—special services, traffic department, St. Louis, promoted to the new position of manager—special services, transportation department, Roanoke.

Leighman E. Hawkins appointed assistant freight traffic manager—rates, Roanoke, effective Dec. 1. **Rodney L. Brown** named assistant manager—special rate and route services, Roanoke.

NORFOLK SOUTHERN.—B. E. Geeslin, regional sales manager, Cincinnati, Ohio, will retire Nov. 30, for reasons of health.

PENNSYLVANIA.—Daryl R. Stone, supervisor of special car equipment, Philadelphia, appointed superintendent of special car equipment, office of chief mechanical officer.

Frank H. Hillgartner, manager of merchandising services, Philadelphia, named manager of perishable traffic sales, a new position. Solicitation of perishable traffic will be centralized under Mr. Hillgartner's direction, instead of being handled by several divisions of the sales department as previously.

Frank H. Hillgartner
PRR

Jack C. Humbert
Reading

READING.—Jack C. Humbert, general manager—operation and maintenance, Philadelphia, elected to the newly created position of vice president—operation and maintenance and his former position abolished.

Linwood A. Kulp, assistant manager—data processing operations, appointed assistant auditor of revenues, succeeding **Frederick A. Riley, Jr.,** retired after 42 years with the Reading.

J. Richard Stone appointed industrial engineer, Philadelphia. Mr. Stone formerly served in industrial engineering work with the Nesbitt Division, International Telephone & Telegraph Co.

L. E. Robinson, project engineer, Philadelphia, appointed assistant chief signal, electrical and communications engineer.

READING TRANSPORTATION CO.—Andrew C. Untener, Jr. appointed assistant general manager, Philadelphia. Mr. Untener was formerly director of operations, Norwalk Truck

Railroad Car Manufacturing

Engineers, Design Engineers, Manufacturing Welding foremen Assembly foremen Car inspectors Draftsmen

Multi-plant company starting Eastern production facility to build railroad hopper cars, box cars, and specialty cars on a national commercial basis needs management and technical men to set up and operate a plant involving several hundred men.

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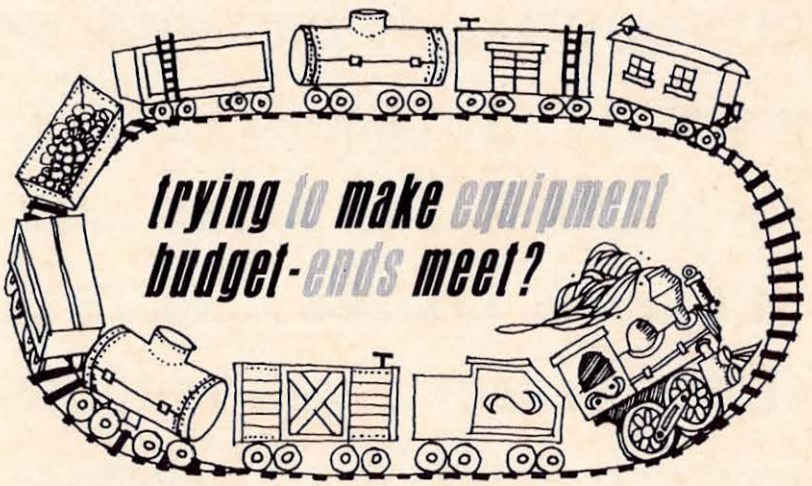

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CARGILL

Cargill, Incorporated uses Double-Cover Polyclutch Lining in new 4427 cubic-foot-capacity covered hopper cars constructed by Pullman-Standard Division of Pullman, Inc.

ONE COAT OF NEW DOUBLE-COVER POLYCLUTCH® LINING GIVES YOUR COVERED HOPPER CARS THE EQUIVALENT DRY FILM THICKNESS OF TWO-COAT SYSTEMS! POLYCLUTCH SPRAYS ON QUICK AND EASY... CUTS LABOR COSTS AND OVERSPRAY LOSSES... PUTS CARS IN SERVICE FASTER... AND GIVES YOU CLEANER, QUICKER OPERATION WITH NO CONTAMINATION LOSSES!

• **Tough, flexible Polyclutch** has a hard, smooth, non-porous surface that is tasteless, odorless and doesn't affect foodstuffs. It is approved by the U.S. Food & Drug Administration and specified by most major roads. For more facts, write Pittsburgh Plate Glass Co., Railway Finishes Division, 1 Gateway Center, Pittsburgh, Pennsylvania 15222.

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Lines, Norwalk, Ohio.

ROCK ISLAND.—Louis H. Haberbeck appointed manager of systems and procedures in the road's data processing center, Chicago. He was formerly manager of procedures, **Elgin, Joliet & Eastern.**

SOO LINE.—Stanley H. Longren, assistant general freight agent—divisions, Minneapolis, Minn., promoted to general freight agent—divisions, succeeding **Henry J. Beaudry,** who retired Nov. 1. **Arnold E. Lindberg,** chief of the division bureau, succeeds Mr. Longren.

Supply Trade

Raytheon Co. has named **Sidney Topol** manager of communications and data processing operation, to succeed **William T. Welsh,** advanced to vice president-government marketing.

William J. McGuire has been appointed general manager of the **Terminals Division** of **General American Transportation Corp.** Mr. McGuire will continue to serve as president of **McGuire Terminal Co.,** a General American subsidiary.

Howard L. Anderson, signal supervisor, **Baltimore & Ohio,** Cincinnati, has joined the staff of **Railroad Accessories Corp.,** Cresskill, N.J., as project superintendent.

Howe Richardson Scale Co., Clifton, N.J., has announced formation of a new division that will be concerned with the engineering of packaging systems for solids and liquids, and also with the development of new equipment to meet new packaging requirements. **William R. Runo,** manager—packaging product sales, will head the new Packaging Division.

Raymond J. Theriault, project supervisor—sales administration, Railway Division, **The Budd Co.,** has been named staff assistant to vice president—marketing of that division.

R. B. Johnstone, manager utility sales, Eastern Region, **Electro-Motive Division** of **General Motors,** has been named manager of government sales.

Dennis Peters, service representative, **Kershaw Manufacturing Co.,** Montgomery, Ala., has been appointed sales—service representative, St. Paul, Minn.

Charles A. Brown has been named vice president-operations, **Broderick & Bascom Rope Co. John D. Altheide** appointed assistant sales manager; **N. E. Freebourn,** director of the newly-formed Research & Development Department, and **Jules W. Klaus,** research engineer in the Research & Development Department.

M. Robert Chalom has been named director of public relations, **Trailmobile Division of Pullman Incorporated,** Chicago. **John F. Rozner** has been elected vice president—industrial relations, Chicago. Mr. Chalom was formerly associated with St. Regis Paper Co. Mr. Rozner was vice president—industrial relations, Young Spring & Wire Corp.

Jack Sell, sales manager, midwestern division, **Transicold Corp.,** has been promoted

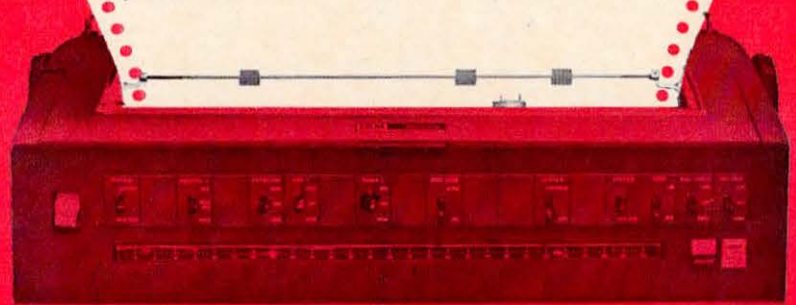
(*Continued on page 69*)

DATA TRANSMISSION—CHICAGO TO LOUISVILLE

Another FIRST for L&N

"THE LOUISVILLE AND NASHVILLE RAILROAD IS THE FIRST CLASS 1 RAILROAD IN THE NATION TO TRANSMIT MESSAGES INTERSTATE USING AN I. B. M. 1050/1448 COMMUNICATIONS SYSTEM."

On December 4th, 1964, L&N wrote another page in railroading history by transmitting a train consist from Chicago to Louisville through I.B.M.'s most advanced data network. Before the end of 1965, 74 such receiving and transmitting units will be at key points on L&N's 5800 miles of main line. Coupled with Telex transmission units at each of L&N's 51 traffic offices nationwide, the new system will speed information to customers from yards, terminals and interchange points anywhere on the line. In 1966, data will be handled by a new Electronic Switching Center which will receive the inquiry, verify it, search out the facts and relay the answer, all without human control. L&N moves forward to serve you better.



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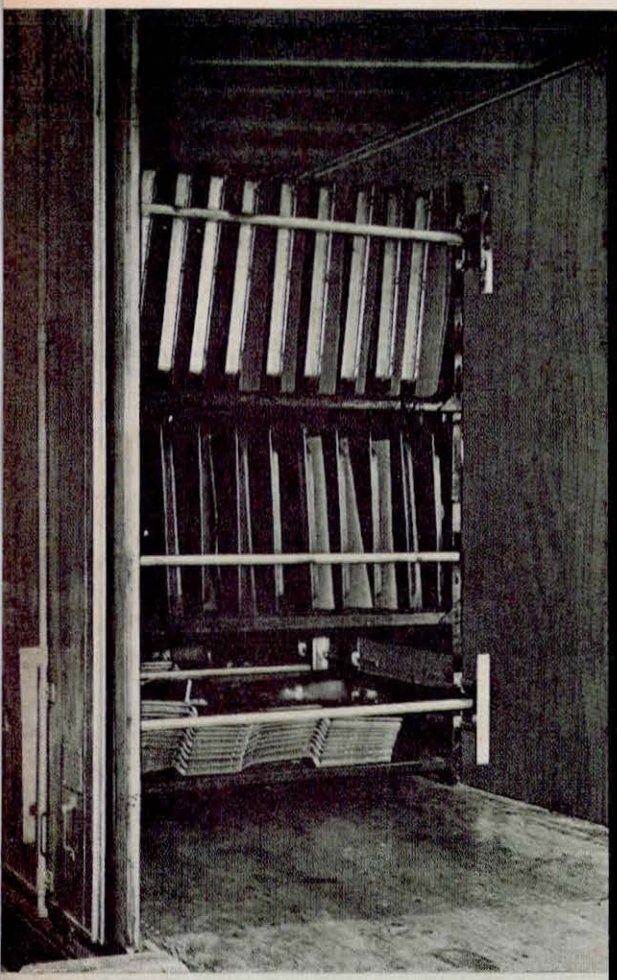
The rigid requirements for freight protection specified by modern day shippers and railroads have placed a premium on vendor capability and applied experience. Product design simplicity, functional dependability and over-all efficiency are important requirements that are seldom found in products fabricated without benefit of experience.

Preco Load Divider Systems for Hi-Cube Cars are an excellent example of Engineering "savvy" and Manufacturing capability. To say that 25 years of design and fabrication experience were required to produce the first Preco Hi-Cube Load Divider is not entirely untrue.

Since 1940, when the first Preco Load Divider Systems were installed in Railway Refrigerator Cars and later into Freight Cars, Preco has acquired an impressive amount of experience in Load Divider design and fabrication . . . **along with a product that is second to none.**

For additional information on Preco Load Dividers, Load Width Filler Panels or Hi-Cube Load Dividers write your nearest distributor or contact the factory.



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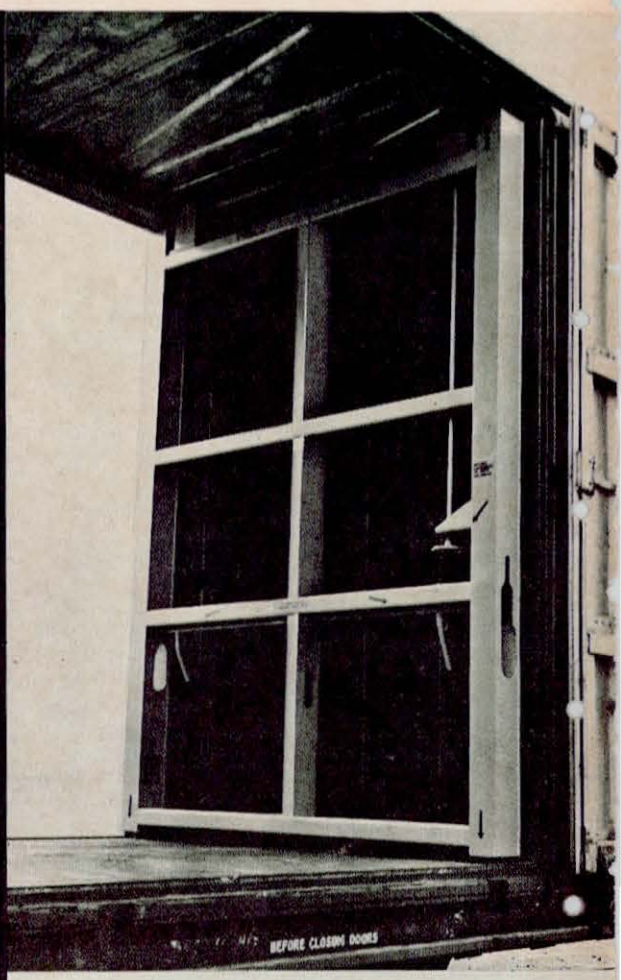

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MARKET OUTLOOK

Carloadings

Loadings of revenue freight in the week ended Nov. 20 were not available as this issue went to press.

PIGGYBACK CARLOADINGS.—U.S. piggyback loadings for the week ended Nov. 13 totaled 21,623 cars, compared with 18,358 for the corresponding 1964 week. Loadings for 1965 up to Nov. 13 totaled 912,207 cars, compared with 790,455 for the corresponding period of 1964.

IN CANADA—Carloadings for the seven-day period ended Nov. 7 totaled 83,067 cars, compared with 109,998 for the previous ten-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada		
Nov. 7, 1965	83,067	24,786
Nov. 7, 1964	80,107	22,661
Cumulative Totals		
Nov. 7, 1965	3,372,723	1,063,586
Nov. 7, 1964	3,378,776	1,033,652

N&W opens two tracks at Bellevue

Norfolk & Western is now using two new tracks that were just placed in service at the road's $13½ million electronically-operated retarder classification yard being built at Bellevue, O.

Two additional tracks, each capable of holding 200 cars, will go into service later this month. New track connections have been made between N&W's Buffalo-Chicago and Detroit-Pittsburgh lines, crossovers installed at a number of locations in the present yard, and more than 3½ miles of classification and storage tracks added.

When completed late next year, Bellevue will cover about 450 acres and be able to handle 3,000 cars a day. During construction, traffic is moving through the existing yard without interruption.

◄ Circle 42 on reader service card

FREIGHT-TRAIN CARS

► *Aluminum Company of America.*—Ordered 110 4,200-cubic foot aluminum covered hopper cars from Transco. The 106-ton cars will be used for hauling alumina in unit trains (see page 56).

► *Chicago, Burlington & Quincy.*—Leased 50 60-ft flat cars, equipped with hydraulic cushioning and special devices for securing farm machinery, from Trailer Train for December and January delivery. In 1966, CB&Q will build 200 60-ft flat cars in its own shops. These cars will also be specially equipped to handle shipments of agricultural implements and machinery.

► *Rock Island.*—Ordered 150 60-ft flat cars from ACF at a cost of $2.2 million. The cars are equipped with 70-ton roller-bearing trucks and end-of-car cushioning. Fifty of the cars will have Brandon tie-down devices. The cars are the first of their type to be manufactured by ACF at its Milton, Pa. plant.

ORDERS AND DELIVERIES

► *Deliveries Increase.*—Deliveries of new freight cars totaled 7,084 in October, compared with 6,331 in September, and 5,124 in October 1964. Of cars delivered last month, 4,855 were built by contract car builders, and 2,229 by railroad shops. New cars ordered in October totaled 6,474, compared with 7,821 in September, and 6,753 in October 1964. Cars on order and undelivered on November 1 totaled 41,612, including 31,017 to be built by contract car builders. and 10,595 to be built in railroad shops. The backlog on October 1 totaled 42,222; on Nov. 1, 1964, it was 30,351. REBUILDS: Deliveries of rebuilt cars—those reconstructed at a cost of more than 50% of comparable new-car cost—totaled 1,084 in October. The number of cars scheduled for rebuilding on November 1 totaled 7,766, compared with 4,270 on Nov. 1, 1964.

PIGGYBACK

► *Trailer Train.*—Placed orders for an additional 1,272 cars as follows: 110 standard-level flats and 50 low-level flats, ACF; 450 standard-level flats, Bethlehem; 150 low-level flats and 412 60-ft flats from Pullman-Standard; and 100 G-89 flats from General American. This order brings TTX purchases for the year to 7,369 cars. The TTX fleet now in service or on order totals 29,462 cars.

LOCOMOTIVES

► *Northern Pacific.*—Will add 15 diesel-electric locomotives rated in the 2,800-3,000 hp range to its motive power roster in 1966, at a cost of about $4 million.

NEW FACILITIES

► *Atlantic Coast Line.*—Ordered 1 walkie-talkie, 16 caboose radios and 27 locomotive radio sets from Union Switch & Signal division of WABCO.

► *Kennecott Copper.*—Ordered Type J centralized traffic control equipment from General Railway Signal to expand control of their rail operations from Copperton Yard at Bingham Canyon, Utah.

YOU OUGHT TO KNOW

Milwaukee buys industrial tract: Plans to create the Milwaukee's largest industrial project on a 610-acre site near the Chicago area were announced last week by the road's president, W. J. Quinn. The tract is 25 miles west of downtown Chicago, a short distance from Milwaukee's Bensonville classification yard. Quinn noted that the area is served by his road's commuter trains, is near O'Hare International Airport, and that preliminary plans have been made for rail service, water systems, sewers and access roadways.

Hitch's fifth anniversary. After five years and with more than 4,000 cars equipped, General American looks to ever increasing popularity for its G-85 trailer hitch, an automatic device which is actuated by the tractor loading and unloading piggyback cars. A New York meeting of the Eastern Car Foreman's Association recently heard M. Korodi, GATC regional sales manager, predict that other manufacturers would soon offer similar automatic hitches. He pointed out that this concept of piggyback loading and unloading makes possible a faster operation with substantial savings in operating expenses.

Railroad employment: Class I railroads had 640,154 employees in mid-October, down 2.38% below the total a year ago, according to the ICC's Bureau of Accounts. By employee group the breakdown was as follows: executives, officials and staff assistants, 15,063; professional, clerical and general, 136,986; maintenance of way and structures, 96,654; maintenance of equipment and stores, 147,726; transportation (other than train, engine and yard), 62,954; transportation (yardmaster, switchtenders and hostlers), 10,080; transportation (train and engine service), 170,691.

Something special for 'Florida Special:' Travelers taking the Atlantic Coast Line's "Florida Special" to the southland this year will have two added luxuries to enjoy on the crack train. ACL said its dining service will offer music and dinner by candlelight to "create a fine restaurant atmosphere," and for the first time on the Florida run the train will have dome cars. The dome cars will run between Richmond and Miami because tunnel clearances will not permit operation through Washington. The "Special," beginning its 17th year Dec. 16, offers television, movies, fashion shows, card parties, bingo, telephone, and complimentary champagne for all dinner guests.

How many railroads? The U.S. Supreme Court will take a new look at an old inter-railroad dispute —dealing with the number of carriers that should be permitted entry to Chicago's Lake Calumet deep-water port. For almost 10 years, other roads have been trying to get in—and the two roads serving the port, Rock Island and Norfolk & Western (Nickel Plate, when the dispute began) have been resisting. The ICC once ruled in favor of opening the port to seven other roads, but a lower federal court said the Commission didn't examine the matter fully enough and ordered re-hearing. It's this decision that's been appealed to the high court.

Travel gift certificates: Santa Fe ticket offices are selling gift certificates good for travel, meals, and even cash on the road's passenger trains. Ross E. Chappell, Santa Fe passenger traffic manager, said the plan evolved from customers' requests for an arrangement so they could conveniently give a vacation trip to friends, relatives or others for anniversaries or other occasions.

Evans diversification continues: Evans Products announced last week an agreement to acquire the Capp-Homes Companies, leading manufacturers of pre-cut and custom-built homes in the Midwest, for about $9.5 million and common stock. Evans' acquisition of the Chicago Railway Equipment Company was announced earlier this month.

Truck tonnage: Intercity truck tonnage in the week ended Nov. 13 was 3% below that of the previous week, and 7.1% ahead of the volume in the corresponding week of 1964, according to American Trucking Associations.

Current statistics

Net income	
9 mos., 1965	$540,000,000
9 mos., 1964	500,000,000
Carloadings, revenue freight	
46 wks., 1965	26,242,162
46 wks., 1964	25,842,003
Freight cars on order	
Nov. 1, 1965	41,612
Nov. 1, 1964	30,351
Freight cars delivered	
10 mos., 1965	65,939
10 mos., 1964	56,564
Serviceable cars	
Oct. 1, 1965	1,401,982
Oct. 1, 1964	1,407,571

Freight and Passenger Car Charts

These charts are very helpful to AAR billing clerks, mechanical engineers, purchasing and stores personnel, car inspectors, write-up men, car foremen, and anyone else who needs a knowledge of car parts and their relation to each other.

The charts include a cutaway diagram of the car and a listing of important parts with arrows showing where the part is located. These charts are a part of standard training programs used on a number of major railroads.

$2 each
$10 for any six

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if you return the charts to us within 30 days

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Please send the charts I have checked below. If I am not satisfied I will return the charts within 30 days for a full refund. I enclose a check or money order for $2.00 for each chart or $10.00 for any six charts.

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- ☐ Box car, AAR standard 40 ft. (23x25 inches)
- ☐ Air conditioned chair car, 1930 design (18x35 inches)
- ☐ Tank Car (22x35 inches)
- ☐ Refrigerator Car, wood sheathed, steel underframe, 1920 design (14x20 inches)

RA-11-29

Name_____

Address_____

City_____ State_____

_____ RR _____

(*Continued from page 65*)

to general sales manager, Montebello, Calif.

Budelman Electronics Corp., has been renamed **Cardion Communications Corp.**, a subsidiary of **General Signal Corp.**

Garwood N. Burwell, vice president, **Rails Co.**, Maplewood, N.J., has been appointed president, succeeding the late **Lester T. Burwell.**

Forrest L. Morrison will represent **North American Supply Co.** from his Chicago office. Mr. Morrison continues his position as general manager, **International Rail Weld Corp.**

Robert D. McEvers has been elected a corporate vice president, **Union Tank Car Co.**, and named general manager of the company's **Tank Car Division.**

The Transportation Equipment Division, Evans Products Co., Plymouth, Mich., has announced the following appointments: **J. R. Byrne**, general manager, transportation damage-prevention equipment; **G. H. Deska**, general manager, railway car-building, and **J. P. Moorhead**, general manager, transportation equipment research and development.

Ralph A. Johnson, general manager, **Control Systems Division, Radiation Incorporated,** Melbourne, Fla., also has been appointed vice president. The division manufactures and markets supervisory control equipment to the railroad, pipeline and electric power industries. It produces the "Locotrol" system which permits precise control of "slave" engines in long freight trains.

The **Okonite Co.** has announced appointment of two new sales representatives: **Donald F. Schwamb, Jr.**, Philadelphia territory and **Michael D. McGuire**, Milwaukee district.

Kenneth R. Sinclair has been appointed assistant vice president—European Operations, **Westinghouse Air Brake Co.**, Geneva, Switzerland.

Ajax-Consolidated Co., Division of Pentron Electronics Corp., has named **Nash-Finch Co.**, Minneapolis, sales representative for the St. Paul-Minneapolis area.

Industrial Traffic

Parker A. Thompson, traffic manager, **Merritt-Chapman & Scott Corp.**, has been appointed traffic manager for **Burns & Roe, Inc.**, New York.

J. G. McGowan has been appointed traffic director, **Glass Container Manufacturers Institute**, New York, succeeding **A. F. Huni**, retired.

OBITUARY

Otto E. Hallberg, 78, retired assistant to the vice president in charge of operations, **Chicago & North Western**, died Nov. 11 in Evanston Hospital, Evanston, Ill.

James A. McCort, 80, retired vice president and comptroller, **Wheeling & Lake Erie**, Shaker Heights, Ohio, died Nov. 17.

J. Lawrence Myers II, service engineer, **Clevite Corp.**, died Nov. 10.

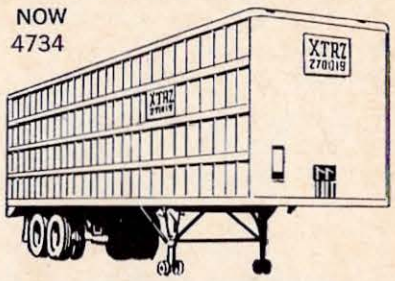
Leonard B. Rasmusson, 61, vice president-manufacturing, **Thermo King Corp.**, died recently.

IN PIGGYBACK SERVICE

XTRA

40' DRY FREIGHT VAN FLEET

NOW
4734



XTRA

40' FLAT BED TRAILER FLEET

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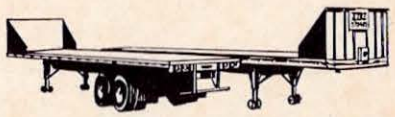
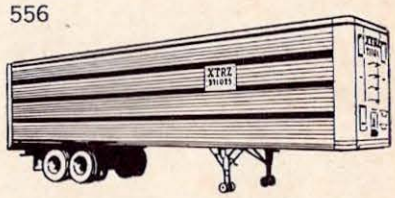
1180



XTRA

40' INSULATED TRAILER FLEET

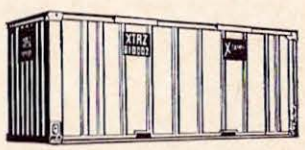
NOW
556



XTRA

20' CONTAINER FLEET

NOW
317



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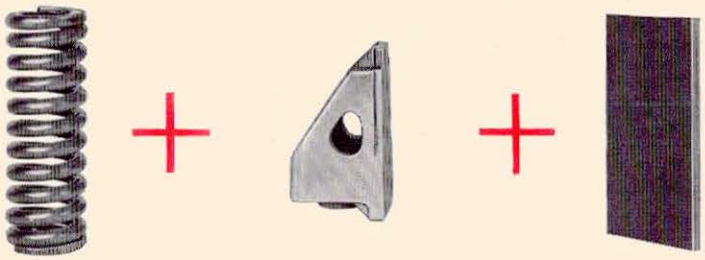

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THE ACTION PAGE

It's best to keep it in the family

In the folklore of police reporters are many stories based on the naivete of rookie cops. One tells how rookies barge into situations which their more experienced colleagues bypass—if they can do so and still avoid a neglect-of-duty rap. Foremost among such situations is the husband-wife fight. The rookie arrests the husband for assault, so the story goes, only to be followed to the stationhouse by the wife. And she gets the husband sprung by insisting she had not been hit—"In fact, there was no fight, just a family discussion."

That's a good example of being smart enough to settle family arguments in the family, if possible. It's an approach which prevents impairment of the family image by public airing of the dispute. Another good example came recently from the railroad industry, when eastern and western roads settled their dispute over divisions of revenues from joint rates on transcontinental traffic. The industry has often received good advice that it should do more of this.

The advice has come from within and without. Sometime ago, Jervis Langdon, Jr., now chairman and president of the Rock Island, had this to say: "It is still a prerogative of railroad management to agree upon divisions, and every opportunity to exercise it should be afforded. The Commission has enough responsibilities without having to take care of those which the carriers—although having the right—are disinclined to discharge themselves."

Who likes the role of umpire?

Over the years, individual members of the ICC have often spoken privately of their dislike for the Commission's role of umpire. "Why can't the railroads settle these things themselves?" they ask. The East-West divisions case is an 11-year-old fight which the Commission got into after receiving complaints from dissatisfied railroads. The intra-industry settlement has come 2½ years after the Commission's decision, which was taken to the courts and is now supplanted by the pact.

Outspoken advice from the outside came recently from Senator Daniel B. Brewster (D.-Md.), a member of the Senate Commerce Committee which handles transport legislation on Congress's Senate side. Speaking at the Harriman Awards Dinner in Washington last September, Sen. Brewster called upon the railroads to "settle your box-car fights at home, settle your labor fights. Don't bring them to Congress. Don't give Congress the job of running your industry."

The Senator, of course, was chiding the railroads because the "featherbedding" fight with the unions, and the intra-industry controversy about per diem rates for rental of freight cars, had reached Capitol Hill. But they were tough ones. A more reasonable approach by the unions would have been necessary to settle the "featherbedding" fight without Congressional action. And major conflicts of interest between railroads are posed in the per diem controversy.

So, it's easier to advise settlements than to reach them. Unfortunately, however, the difficulties involved tend to be brushed aside by those calling for maturity enough to bring about in-the-family agreements. This expectation of the advisers was pointed up by the recent House debate on the incentive per diem bill which the adjourned Congress left pending. It was also spotlighted by the resolution which the Senate Commerce Committee adopted following inquiry into the working out of the 1963 law which provided for arbitration of the firemen-off and crew-consist issues.

Incentive per diem bills have been before Congress off and on for nearly 20 years. They propose to give the ICC power to include incentive factors in per diem rates and thus promote more buying and more efficient utilization of freight cars.

Advance was further this year

The bills got further this year than ever before. One passed the Senate and a different version cleared the House Committee on Interstate and Foreign Commerce with a recommendation for favorable House action.

The House version would deter the effective date of the proposed new ICC per-diem powers until Sept. 1, 1966. The Interstate Commerce Committee's chairman—Representative Oren Harris (D.-Ark.)—explained that this provision was included "so the railroad industry through its trade association will have one more opportunity to come to terms with itself." Mr. Harris went to suggest that, "If the railroads would modify their attitudes, they may be able to solve the problem more promptly and more efficiently."

Similar Congressional dislike for the policing chore was reflected by the Senate Commerce Committee in the resolution it adopted after its review of how the firemen-off and crew-consist issues had been handled under the 1963 arbitration law. The gist of the resolution amounted to an expression of hope that the parties would settle the firemen-off controversey themselves.

The 1963 law was the country's first legislation calling for compulsory arbitration of a labor dispute. And the debate on it reflected the great reluctance with which Congress acted. But both sides had much at stake.

And that points up why in-the-family settlements are sometimes impossible to achieve. But efforts to achieve them should nevertheless be of the "old-college-try" variety, the alternative being more government regulation.

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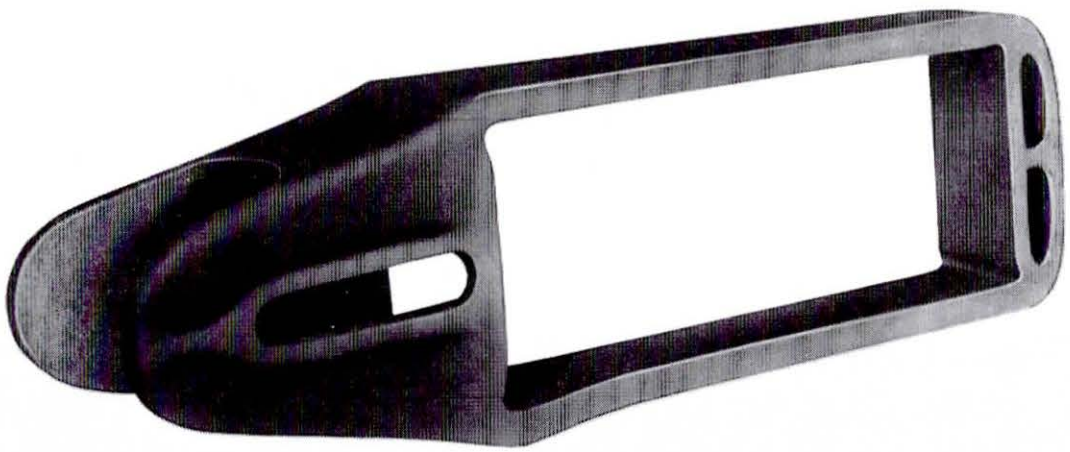

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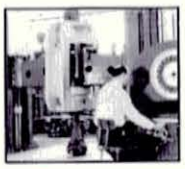
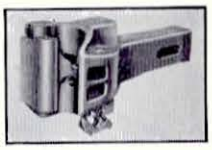
National's Technical Center is the most extensive research, development  and test facility in the railway equipment industry. Its personnel are the most creative, most experienced. These are unseen extra values in all National  Couplers.

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